

Squeeze goes on for four years

## Lamont keeps tight grip on public purse

BY PETER RIDDELL AND JILL SHERMAN

THE cabinet last night decided on a far-reaching overhaul of its system of controlling public spending after the sharp rise in expenditure and borrowing of the past few years.

Government departments will face a tight squeeze on their programmes right through to the general election after ministers agreed tough spending targets not only for next year, but for subsequent years as well. This is designed to hold down public borrowing, which has risen both because of the impact of the recession on spending and tax receipts and because of the increases in departmental budgets announced before the election.

Senior officials admitted last night that the present system had failed to keep public spending under control as it should, and emphasised that the next spending round would be the toughest for more than a decade. Downing Street said that the total would not be allowed to rise beyond the planned £245 billion, so that £14 billion in bids by departments wanting to spend more

than they have been allocated will have to be eliminated or offset by savings elsewhere.

The squeeze will in practice be tighter, since the recession has resulted in an unavoidable increase in spending on unemployment benefit, although some of that — probably about £4 billion — will come out of the £8 billion reserve for next year.

After an unexpectedly long three-hour discussion, Downing Street sought to reassure financial markets made nervous by the deterioration in Britain's public finances and the continuation of the recession. Sterling was weak and share prices fell yesterday after official figures showed a drop of 0.2 per cent in the volume of retail sales last month and a small widening in the balance of payments current account deficit to £222 million.

The new feature to emerge from last night's discussions was the *overhaul* in the framework for controlling spending to ensure that the share of national income taken by public expenditure will fall over time. Spending totals will be determined by a new cabinet committee chaired by the Chancellor and bilateral discussions between the Treasury and spending departments will be concerned solely with the allocation of available resources. In future there will be no Star Chamber to adjudicate in disputes between the Treasury and individual departments.

The statement said that the aggregate spending limits would be designed to ensure that "the growth in public spending is kept below the underlying growth rate of the economy". These totals would not be reopened in later spending rounds and ministers who asked for increases in their programmes would do so in the knowledge that they would be offset by reductions elsewhere.

This new framework will from 1994 exclude the impact of variations in the economic cycle, such as the rises in unemployment benefit spending caused by the recession. Similarly, if spending on benefits falls when the economy is strong, as in the April council tax to replace the poll tax.

Health spending, which was to rise by £1.85 billion to nearly £30 billion, a 2.75 per cent rise in real terms, is also likely to be curbed. Although the manifesto commits the government to real growth in health spending, the increase is expected to be less generous. Virginia Bottomley, will nevertheless be arguing for up to £800m to fund the community care policy.

Capital spending on new school buildings could also be under threat.

Spending cuts, page 6

### Ship's patron

The Duke of Edinburgh yesterday became patron of a £5 million seven-year project to restore *Trincomalee*, a nineteenth century frigate.

Page 3

**Moving up**  
Two high-flying civil servants have been promoted to key posts in a series of changes set off by Sir Peter Kemp's retirement as permanent secretary at the Office of Public Service and Science.

Page 7

**Right to die**  
The Court of Appeal is hearing a legal battle on the right of a 20-year-old Jehovah's Witness to die. She has been given life-saving blood transfusions against her wishes.

Page 16

**Police blamed**  
A British professor's report strongly criticises South African police for failing to prevent the Boipatong mass killings and for inefficiency in pursuing its perpetrators.

Page 9

### Trade figures confirm doubts over recovery

BY COLIN NARBROUGH, ECONOMICS CORRESPONDENT

GOVERNMENT data for June, published yesterday, showed a disappointing combination of falling retail sales and a widening trade gap, reflecting fading confidence at home and waning demand overseas.

In the City, the figures were taken as confirmation that the recovery the government has predicted for this year remains elusive. Last week's interest rate increase by the Bundesbank is likely to keep the monetary brakes on Europe for the rest of this year.

Retail sales fell 0.2 per cent in June. The fall, which came after a 0.4 per cent rise in May, was in line with the

Trade deficit, page 17  
Comment, page 21

### Hurd flies to UN in surprise mission

FROM JAMES BONE  
IN NEW YORK

DOUGLAS Hurd, the foreign secretary, yesterday made an unexpected visit to the United Nations after the UN secretary-general rejected a key part of last week's London peace accord on Bosnia-Herzegovina.

Mr Hurd, the current chairman of the European Community Council of Ministers, decided to fly to New York to meet Boutros Boutros Ghali, the UN head, for an hour before beginning a scheduled trip to Manila for a summit of Southeast Asian ministers.

In a report to the security council yesterday, Dr Boutros Ghali complained that he had not been consulted about the EC-brokered peace accord and could not provide the requested UN assistance in placing the heavy weapons of the warring sides under international supervision.

The UN head said starkly that the task was "simply beyond the present operational and logistical capability of the United Nations". Mr Hurd's visit obviously was intended to help bridge the growing rift between the EC's peacemaking efforts in the former Yugoslav republics and the UN's peacekeeping role there.

In London, a Foreign Office spokesman denied that the foreign secretary's trip had been set up at short notice.

Concluded on page 16, col 6

German fears, page 11

### Press watchdog refuses to rule on Mellor allegations

BY MELINDA WITTSTOCK, MEDIA CORRESPONDENT

AN ENQUIRY into the rules governing the privacy of public figures was launched by the Press Complaints Commission yesterday after its chairman, Lord McGregor of Durrus, scrapped plans to rebook *The People* for its story about David Mellor's relationship with an actress.

The commission refused to rule on whether the story was in the public interest, but issued an unanimous statement saying that the public has the right to be informed about the private behaviour of politicians if it affects the conduct of public business.

Lord McGregor, under pressure from politicians who want privacy law, denied that the commission had ducked the issue during yesterday's three-hour emergency meeting, which had originally been called to decide whether *The People*'s report contravened the industry's code of conduct. Instead the meeting decided that the code was unclear in its definition of the public interest.

The statement reflected a

change of heart by Lord McGregor, who on Tuesday night had drafted a ruling sympathetic to Mr Mellor. This was abandoned after it emerged that further stories about Mr Mellor would be published in yesterday's newspapers. Lord McGregor had been told by the heritage ministry to expect an official complaint from Mr Mellor, but when this did not materialise, and sounds with editors indicated that the full story had yet to be told, Lord McGregor decided an adjudication would be impossible.

The eventual statement said: "In the case of politicians the public has a right to be informed about private behaviour which affects or may affect the conduct of public business. The holders of public office must always be subject to public scrutiny, thus judgments about invasions of privacy must balance two sets of rights which may often conflict."

Patsy Chapman, editor of *News of the World* and a

commission member, interpreted the statement as a vindication for *The People*, but Lord McGregor was quick to deny that the story had been found in the public interest. "To say that if you don't find against that you are finding for is a most curious proposition of logic," he said. Later Ms Chapman said she had been wrong to give the impression

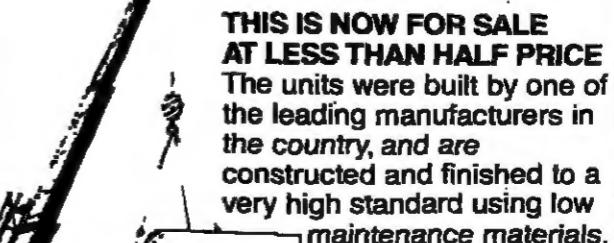
Continued on page 16, col 3

Calcutta enquiry, page 2

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TODAY IN  
THE TIMES  
THE PICTURE  
OF HUMOUR



Bernard Levin  
goes to the  
Hayward and  
finds himself  
laughing out loud  
with Magritte  
Page 12

A FARCE OF  
A PICTURE



Geoff Brown asks  
why do film  
makers persist in  
plundering the  
stage for material  
Life & Times  
page 1

THE PICTURE  
OF WIT



Muriel Spark  
reveals the truth  
about herself  
— and a host of  
her characters  
Life & Times  
page 5

### Popeye torn off a strip for abortion cartoon

FROM BEN MACINTYRE  
IN NEW YORK

POPEYE the Sailorman, the cartoon character with a tendency to solve disputes simply by flattening everyone in sight, has become embroiled in the rather more complex issue of abortion, making him the latest in series of fictional characters to be dragged into the American political arena.

The cartoonist who draws the Popeye cartoons has been sacked for producing a series of strips in which Olive Oyl, Popeye's longtime and skinny companion, asserts her right to choose an abortion.

Olive does not become pregnant, but when she receives an unsolicited baby doll through the post, she and Popeye discuss the problem and decide to "send it back to its maker". They are overheard by two priests, who assume that they are contemplating abortion.

He said that he was about half-way through the current two-month story line when it was dropped, so the ultimate fate of Olive Oyl's unwanted baby will probably remain a mystery.

Popeye and Olive Oyl are the latest fictional characters to intrude into American politics. Last month Vice-President Dan Quayle criticised a female character in a television soap for deciding to have a child out of wedlock, raising protests from women's groups. In a separate incident Ross Perot, the former Presidential hopeful, criticised another fictional television character, Doogie Hawser, when the series portrayed him losing his virginity at the age of 18.

But Popeye and Olive Oyl make somewhat contradictory political role models. While Popeye wols organic food (spinach) he is clearly addicted to extreme violence, and Olive Oyl, whatever her views on abortion, is hardly a model of independent womanhood: she spends most of her time shopping or watching television.



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## Britain under threat from most virulent strain of HIV

SCIENTISTS have found two distinct strains of HIV, the virus responsible for AIDS, which are thought to differ in their virulence and ability to be transmitted sexually.

If that turns out to be the case, it might help to explain why the long threatened AIDS epidemic in Britain has not yet materialised: because the strain of the virus circulating in Britain is less easily transmitted sexually and less virulent than that in Africa. If so, it is probably only a matter of time before the other strain arrives.

The two strains, or subtypes, were found by scientists from the Centres for Disease Control in Atlanta, Georgia.

led by Chin-Yih Ou, in a study of the AIDS epidemic in Thailand. Subtype A, Dr Ou told the eighth International Conference on AIDS in Amsterdam yesterday, is similar to the strain of the virus found in Africa where heterosexually transmitted HIV is causing an explosive spread of AIDS. Subtype B is closer to the strain found in Europe and the United States, where heterosexual spread has been much slower.

Samples of the virus were collected from 41 patients in seven different places in Thailand, and the sequence of the gene responsible for making the virus's envelope protein determined for each sample.

Predictions of an AIDS epidemic have so far proved unfounded in the United Kingdom, but an international conference believes its arrival is inevitable. Nigel Hawkes reports

The genetic sequences showed that the virus divided into two groups, widely separated from each other.

Among prostitutes of both sexes, and others for whom sexual transmission was the most likely source of infection, the A subtype was commonest: 86 per cent were infected with this strain. Among drug users, however, 76 per cent had the other strain.

Dr Ou said he did not know the reason for these differ-

ences but suggested there were two simultaneous epidemics of AIDS in Thailand, one passed on through contaminated needles and the other through sexual contact.

The two epidemics had arisen separately from the independent introduction into the country of both HIV subtypes in about 1988. Research had begun to establish if the two strains differed in their ability to be transmitted sexually and in virulence.

AIDS specialists point out

process which can count the number of HIV positive women but cannot identify them by name.

Last year, the team reported that it had identified 13 HIV positive women out of 2,931 tested at its hospitals, of whom ten were of African origin. The procedure made it impossible to identify these women for counselling or treatment.

Ian Chastie of St Thomas's said that in the interests of the women themselves and their children, named rather than anonymous testing should be considered. Such screening should be universal, he said, as it already is in many hospitals for hepatitis B. The sug-

gestion is likely to prove controversial. The health department has always believed that if testing were not anonymous, women would be reluctant to be tested at all, and the growth of HIV infection could no longer be accurately tracked.

Meanwhile, an AIDS drug that has shown promise in trials is to be tested on a larger scale in direct comparison with the leading AIDS drug, AZT, the American drug company Bristol-Myers Squibb said.

In studies reported to the conference, scientists from the company said that the drug, known as stavudine or d4T had produced very

promising results. Dr Robert Anderson said that the drug had shown anti-viral effects in 47 HIV positive people while Dr Lisa Dunkle said that 264 patients who had taken the drug for between three months and two years had shown improved immune system functioning, weight gain and an improvement in well-being.

The range of doses tested had been safe and well tolerated, the company said. The next stage would involve a larger trial of 700 patients in Britain, America, France and Italy.

Advances fall off  
L&T section, page 6

## Jobs policy blamed for riots in Britain

BY TOM WALKER IN BRUSSELS AND ARTHUR LEATHLEY

BRITISH policy on unemployment was yesterday blamed by the European commissioner for social affairs for being behind disturbances on housing estates. Vassilis Papandreu warned the British government that the Commission planned to take responsibility for reducing joblessness.

In a forthright condemnation of British government policy which again raised the prospect of conflict between Brussels and Westminster, the Greek socialist commissioner linked the recent violence on Britain's housing estates to unemployment.

"Additional measures will have to be adopted at Community level," she said. "Unemployment will have to be one of the fundamental elements to be dealt with if we are to deal with our other problems of poverty and social inequality."

She said the commission would prepare a study on countering unemployment to be presented to its foreign ministers.

Referring specifically to Britain's recent troubles in towns and cities, Mrs Papandreu forecast that urban violence would increase if the government concentrated on

driving inflation down at the cost of increasing jobless figures. "Of course it's linked," Mrs Papandreu said when asked about the recent clashes between youths and police in British cities and towns.

"There's a new kind of city poverty. You see it in Britain, in Paris and the United States. Social exclusion manifests itself in social unrest."

The announcement of proposals for European action on a matter of domestic policy will heighten the government's unease over opposition from Tory MPs and activists who have vowed to campaign throughout the summer against ratification of the Maastricht treaty.

James Cran, one of the MPs opposing the treaty, said: "In one sense we are delighted by this. It helps stoke up the fire. However, we would rather have something more sensitive." He dismissed Mrs Papandreu's comments as "the sort of talk which is alienating the British public and the public of other countries in their legions".

Her comments coincided with the start of a concerted attempt by the government to head off discontent among MPs. Tristan Garel-Jones, the European affairs minister, led a concerted summer campaign, which will involve senior ministers, to unite the party behind Maastricht.

The threat of continual sniping from party activists and MPs during the early months of Britain's European Community presidency has convinced the government that it must make its pro-Maastricht case forcibly and constantly. A government spokesman said: "We are not going to just take the criticism without answering back, preferably first."

Mr Garel-Jones yesterday accused those in the party of opposing to ratifying the treaty of threatening Britain's credibility by "bad-tempered isolationism" and appealed to them to find ways of improving the Community rather than dismantling it.

In a clear effort to appeal to all sections of the party, he made specific reference to the views of Baroness Thatcher and Nicholas Ridley, two leading Tories whose scepticism towards Europe still appeals to many Conservative MPs and activists. He quoted Lady Thatcher's call, during her 1988 Bruges speech, for Europe to speak with a single voice and recalled the comments of Nicholas Ridley, the former environment secretary, who opposed European economic and monetary union but said that only Britain's toes would rejoice if Britain were not at the centre of European decision-making.

Mr McCombie said that he was continuing the High Court action against the police on behalf of the couple's estate and was seeking the return of the confiscated pictures.

Yorkshire police will probably be obliged to return to the executors 545 suspect paintings, valued at £250,000 by Wright's solicitor, which will be sold on behalf of his heirs.

Collectors able to prove they have bought fakes from Wright can never be compensated for the simple reason that there is no one to sue.

## Art fraud suspects killed themselves

BY PAUL WILKINSON AND SARAH JANE CHECKLAND

A RETIRED picture dealer and his wife committed suicide days before they were due to be committed for trial accused of an extensive and long-running fraud. The couple had sent letters to local papers claiming that they were the victims of police harassment; an inquest was told yesterday.

Investigations by detectives had suggested that many paintings, possibly thousands, had been sold to collectors over several years as the work of well-known artists.

The inquest in Harrogate, North Yorkshire, found that Gordon Wright, 67, and his wife Joan, 44, had killed themselves while depressed. Their bodies were found in the fume-filled car in the garage of their home on May 5. Bowls of a painkiller were also in the car. A note hanging from the mirror read: "Due to the current police persecution, the light at the end of the tunnel will be switched off until further notice."

After the inquest, the couple's solicitor, Ian McCombie, said that they believed that they might have been victims of professional jealousy that had led to ag-

### DEGREE RESULTS

During the next two months, The Times will publish in full the results of all classes of degree from all universities and former polytechnics, making it the most complete service of its kind. Results from Loughborough will be published tomorrow and there will be more degrees, including Oxford, Durham and Liverpool, in Monday's paper.

### Chapter Three

## BLAZER SALE...

BERTIE MADE  
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THAT NIGHT...  
HE WOULD BE  
THERE JUST  
BEFORE SUNRISE  
TO BE FIRST  
IN LINE...

...STARTS  
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## Logodaedals seek solution in a word

BY HILWARD HIPPO

SUNDAY is the cynosure (tail of dog wags little bear, 8) of the year for wordmiths, anagrammatists, and all other logodaedals. Here is a clue to shed some light: this annual event in cities to try to emit confusion (5, 9). Got it? Oh well, back to the boring mode of plain prose. The final of The Times crossword is that the answers can usually be arrived at by two routes, one of which requires no previous acquaintance with the word.

The 23 finalists this year range in age from the twenties to the sixties, and in professions from housewife to philatelist. They are:

David Adams, 42, a Sheffield solicitor and former Lads champion; Peter Biddlecombe, 31, computer programmer from Palmers Green, north London; newcomer; Mrs Anne Bradford, 61, computer of Logmans Crossword Solver's Dictionary, New

English literature, the Bible, Shakespeare, the Romantic poets and some elementary knowledge of history and Classical mythology are still a help. But T. S. Eliot and James Bond appear often. And the jargon of computers and statistics is common crossword currency. In any case, the glory of The Times crossword is that the answers can usually be arrived at by two routes, one of which requires no previous acquaintance with the word.

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Barnes, Herfordshire, previous finalist.

Three newcomers, Alastair Bruce, 44, public affairs manager, Barnes, southwest London; David Burns, 35, computer security consultant, Putney, southwest London; and David Clarke, 41, accountant, Isleworth, west London.

Miss Gudrun Collis, solicitor, Desires, Wiltshire, previous finalist; Roy Dean, 65, retired diplomat, Bromley, winner of first national championship in 1970; Malcolm, 49, Radcliffe on Trent, assistant personnel director for Nottinghamshire education authority, previous finalist.

Terence Chidlow, 60, retired technical officer, Bridgewater, Somerset, national champion in 1984; Guy Haslam, 29, editor of *The Puzzler*, Hammersmith, west London; teacher, Barnes, north London; newcomer; Michael Macdonald-Cooper, 50, retired education administrator, Ilkley, Yorkshire; Maidenhead, frequent finalist; and Brenda Widge, 39, housewife, Altrincham, Cheshire, newcomer.

Clive Spain, 38, previous finalist; Woodhouse, Nottingham, head of maths at Queen Elizabeth's Boys' School, Mansfield; Alastair Sutherland, 56, a GP, Newton Mearns, Strathclyde, this year's Glasgow champion; Bryan Sylvester, 59, stamp dealer, Maidenhead, frequent finalist; and Brenda Widge, 39, housewife, Altrincham, Cheshire, newcomer.

The final begins at 2pm (doors

close at 1.45pm); admission free.

Ian Botham, pictured above with his wife Kathy, was yesterday presented with his OBE by the Queen and admitted that his greatest wish was to play for England again. The cricketer said after the Buckingham Palace ceremony that the Queen commiserated with him over the "couple of little injuries" which contributed to him being dropped after the second Test in the series against Pakistan.

He was not, though, written off. Botham said he had told the Queen he hoped he would play for England again. "Once you lose that wish, it is time to give the game away."

## Grammars top league

Pupils at grammar schools achieved better GCSE results last year than those in independent schools or comprehensives, according to a government-commissioned survey published yesterday. Almost nine out of ten pupils in the 152 remaining grammar schools were in the top three sections, compared with eight out of ten in the independent sector. Fewer than three out of ten comprehensive school pupils reached this standard, which is considered the equivalent of an O-level pass. Gram-mainstream schools achieved a 54 per cent pass rate at the top three grades. The average for all schools was almost 37 per cent.

## Father in court scene as man who lured teenager with job promise jailed

## Life for fantasist who strangled girl

BY MICHAEL HORNBY

WAYNE Scott Singleton, a petty criminal with an obsession about flying, was jailed for life yesterday for the murder of Lynne Rogers, who was lured to a bogus interview for an air stewardess's job and then strangled.

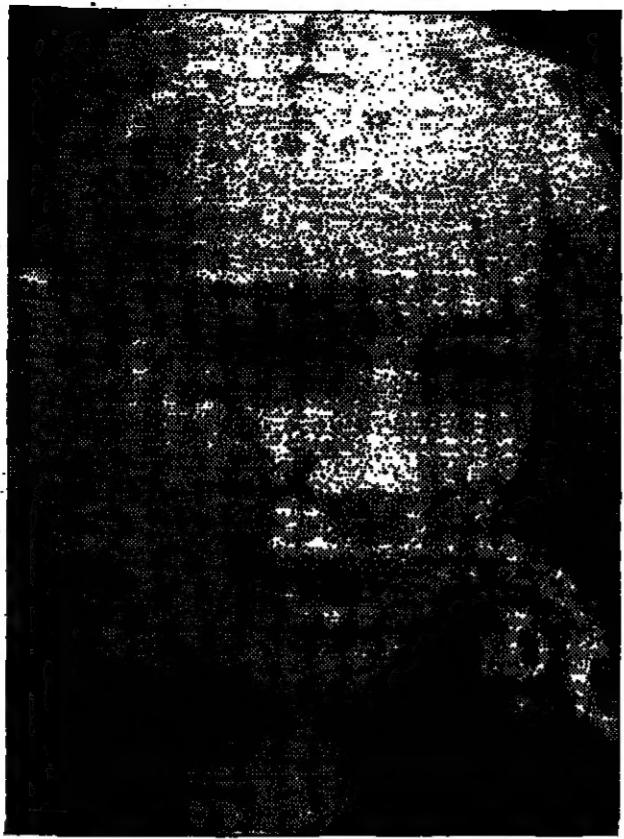
As the 36-year-old motor mechanic was sentenced at Lewes crown court the dead girl's widowed father Derek Rogers lunged at him from behind the dock and shouted: "I'll kill you. I'll have you one way or another." He shouted at the judge: "Life, is that all? What he's done to me, my family, my daughter. And you put him away for 20 years."

Mr Justice Allion told Singleton he was passing the sentence prescribed by law and added: "I do so remain, as the jury must, in ignorance of what actually happened after you had taken that girl into your custody. That is a matter that gives me grave concern as to your dangerousness." The jury had reached a unanimous verdict on the 16th day of the trial.

Singleton, from Crawley, West Sussex, obtained a copy of the 17-year-old girl's curriculum vitae which she enclosed in job applications to hundreds of companies. He then telephoned her home in Carford, southeast London, and persuaded her to attend an interview.

In several calls he spoke of a £14,000-a-year job as a secretary at Garwick which would involve Miss Rogers working as a stewardess on continental flights for businessmen. Singleton was said to have lived a make-believe role which even led his wife to believe that he held a pilot's licence.

Lynne's sister Suzanne, 20, had told the court that Singleton said in one call to the family home: "Could you



Fatal lure: Lynne Rogers, whose dream of an air stewardess's job ended in death at the hands of the fantasist Scott Singleton, right. Singleton's car which was parked close to the spot. Singleton, born Andre Reich though he never formally changed his name, told the jury that he spent most of the day Lynne disappeared at the home of his estranged wife Pat Reich, by whom he has two children, in Highgate, north London.

Singleton had convictions going back to 1971 including numerous offences relating to cars, burglaries and thefts, and convictions for assault in 1975, unlawful and malicious wounding in 1982, carrying a firearm and assault in 1983 and assault causing actual bodily harm in 1985. Singleton was



a fantasist who claimed to have a karate black-belt, portrayed himself as an former fighter pilot who had been wounded in action and as a successful businessman who owned a Rolls-Royce and a Pontiac sports car.

The reality was more prosaic. The Rolls was a wreck and his business ventures had failed. The nearest he came to flying was in a microlight aircraft.

The seeds of Lynne Roger's murder were sown almost six months before her killing when she became redundant. The CV she sent to employers and agencies was received by a travel firm, Africa Hinterland based in the Greenwich

Commercial Centre, where Singleton ran a short-lived car repair business. Africa Hinterland closed in July 1991 and it is thought that Singleton rummaged around the centre's post room and found the document.

"It could have been he was in possession of the CV for some considerable time," said Det Supt Mike Bennison, who led the murder enquiry. "Maybe he saw Lynne, watched her, stalked her and then struck."

Despite the misgivings Lynne felt that the job was too good to reject and left home on September 4 at 10am to meet Singleton, who offered her a helicopter ride and dinner

at the London Hilton. Singleton was questioned by police about the murder but his dental record helped trap him, bites on the girl's chin matching a dental impression.

A cassette tape on which Singleton could be heard speaking like an air traffic controller played a crucial part in his trial. It was handed to police by *The Sun* newspaper after it had been discovered by Kim Arnold, Singleton's girl friend, who told the court that she found it in a cardboard box in his bedroom.

Singleton's counsel Michael Mansfield QC said after the trial that he would appeal.

At the London Hilton. Singleton was questioned by police about the murder but his dental record helped trap him, bites on the girl's chin matching a dental impression.

As stewards they will staff the tills, patrol the galleries and crypt and control the tourists. They will wear uniforms with badges, bearing a logo with the crossed swords.

The 18 full-time virgins, supported by a pool of casual virgins, will be replaced from November by eight virgins, 12 stewards and up to six casual virgins. The basic salary will be increased slightly to £11,550 but overtime will disappear.

No one who wishes to remain in the cathedral's em

## Four years for lover in sex-thrill killing

## NEWS IN BRIEF

## Tomatoes trained to act tough

Britain's biggest chemicals company is planning to conduct field trials in Europe next year of a genetically modified tomato that does not go soft on ripening (Michael Hornby writes).

ICI, in collaboration with scientists at Nottingham University, has developed a technique for "switching off" the gene that produces the softening enzyme, polygalacturonase, and causes the cell walls of the fruit to collapse.

The modified tomatoes can be picked when ripe without them becoming squashed, which should improve their flavour, reduce bruising in transport and cut the costs of storage and refrigeration for growers, the company says.

Williamson, of Hastings, East Sussex, surrendered to police after realising Miss Matthews had died as a result of their sex session, the court was told. Before leaving the flat the couple shared, Williamson wrote a love poem and placed it by her face.

Police

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*The Black Art of Death*

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MOTOR CARS

# Halford acclaims end of job dispute as a victory for women

BY RONALD FAUX

ALISON Halford yesterday claimed a significant victory for herself and the Equal Opportunities Commission as her sex discrimination case ended at an industrial tribunal in Manchester.

A settlement negotiated by her lawyers will give her an *ex gratia* payment from public funds of £10,000 on behalf of James Sharples, chief constable of Merseyside, and £5,000 towards personal expenses from the home secretary.

Miss Halford, 52, the suspended assistant chief constable of Merseyside and once Britain's highest ranking policewoman, was not at the tribunal when the settlement was announced. Her charges of sexual discrimination against Mr Sharples, Sir Philip Myers, HM Inspector of Constabulary, the Northamptonshire police authority and the home secretary have been dropped. In return, Miss Halford will retire on grounds of ill health and disciplinary charges against her will be dropped.

After the hearing, Mr Sharples described Miss Halford's claims of victory as "farcical". There were no winners, he said, and it was a thousand pities that Miss Halford had chosen to prosecute her sex discrimination complaint through a series of bizarre and unfounded allegations, which he had always denied. "Having attempted to substantiate them by her evidence I think it speaks for itself that she has chosen to withdraw them," he said.

## Times investigation

### Seminars leave firms divided

Management training or mind bending? Ray Clancy concludes her series on New Age courses

The confusion surrounding the techniques used in management training courses is illustrated by recent conflicting statements by senior executives of Guinness, one of the largest companies to provide such programmes for its staff.

Colin George, group personnel director, said at a recent conference that the company's Breakthrough programme was derived from Est, the training philosophy put forward by Werner Erhard, the Californian guru whose methods have been widely criticised in the United States. "All employees are being exposed to concepts which provide a language for constructive communication," he said.

Officially, Guinness is still evaluating the programme but, in a company magazine, Michael Cummins, director of financial control, indicated that some staff had experienced difficulties with the concepts of the course. "The approach is not structured, so it is hard to understand the flow. The language is odd and difficult."

When asked to supply details of the course, Bill Spears, director of public affairs at Guinness Brewing GB, said that it did not use Est techniques. "No Est methods or programmes are used in any of our management development training. Selected phrases are similar to those in Est. It is the phrases that are the same, not the rest."

He described the Breakthrough programme as "a form of management development" that emphasised communication between people and departments. Asked to give details, he said: "I don't like attaching names to things. I would prefer to call it common sense management. It frees some of the old automatic management techniques which have become embedded in some levels of industrial thinking."

The course currently used by Guinness is provided by outside consultants based in Canada. Mr Spears said that a great deal of thought had gone into the programme, but he was unable to tell *The Times* the name of the company that acted as consultant. "The programme has been implemented on the full authority of Guinness," he said. "It is not some strange cult. Our management development people are not stupid."

Leading article, page 13

Soaring costs and the time which Mr Sharples and his officers were having to devote to the case were out of all proportion to the matters at issue, he said.

But once the allegations were made the only way the proceedings could end was by their complete and unequivocal withdrawal. "I am only sorry that Miss Halford did not take this course of action many months ago. Had she done so, a great deal of public time and money would have been saved."

Mr Sharples said that some of the speculation about how much Miss Halford would receive had been wild and ill-informed. Her pension, he said, was no more and no less than her entitlement under the scheme to which she and the police service had contributed. The £10,000 Miss Halford had required as part of the settlement was probably less than the legal costs of all parties for one day of the tribunal. "Though I would like the opportunity to answer the grossly distorted allegations made against me and my officers, the public interest could not have been served by continuing the proceedings. I regard the payment of that sum to Miss Halford as being part of my public duty," Mr Sharples said.

A statement from Miss Halford read by Verena Jones, her solicitor, said that some may say Miss Halford should have pressed on with the case to a final conclusion and that many questions re-



Fighting for the cause: Valerie Amos, left, of the Equal Opportunities Commission, and Verena Jones, solicitor for Alison Halford, after reaching agreement yesterday at the Manchester tribunal hearing

## Cash cuts threaten heart study

BY ALISON ROBERTS

VITAL research into the way fish oil can protect against heart disease is under threat from cuts, scientists said yesterday. More than £100,000 of government money, which has already been spent on the Cardiff-based project, would be wasted if the research was scrapped, they said.

The team at the Medical Research Council unit at Llandough Hospital hopes the work will prove theories that eating more fish oil can prevent a first heart attack. More than 1,000 patients at risk have been monitored for almost two years.

Dr Derek Shrimpton, a scientific adviser to the Council for Responsible Nutrition, said: "There is a fundamental problem with long-term studies. Politicians seem to be only interested in what is happening in the next two or three years."

The Medical Research Council will consider whether to continue funding at a meeting today but Dr Ray Rice, of the Fish Foundation, said that the council had indicated that it would stop the money.

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# Aids meeting loses edge as advances tail off



Salk's scope of Aids vaccine will be limited

**T**he International Aids Conference in Amsterdam this week has been a low-key affair, at least for anybody who might have been hoping for dramatic breakthroughs. In spite of the 10,000 participants, the countless presentations and the many simultaneous sessions, not very much exciting new science was on offer.

Perhaps, some participants wondered aloud, it is time to abandon the annual format of the conference. As basic knowledge about the disease has accumulated, the easier work has been done. What remains is more difficult and will be slow. It is doubtful whether the results presented this year justified so large and expensive a meeting.

One area where some progress was reported, however, was in the development of vaccines, designed either to prevent the disease or to treat it once it has become established. A team from John Hopkins University in Baltimore reported preliminary results of a pilot study

of a candidate vaccine on healthy human volunteers, who showed encouraging increases in antibody levels.

Another study, from the Walter Reed Army Institute of Research in Rockville, Maryland, and New York University, showed that another candidate vaccine, constructed from the envelope protein of HIV, can also stimulate the immune response, this time in people infected with the virus but still reasonably healthy.

Both of these are designed as therapeutic vaccines, and the results suggest that in principle at least such a vaccine may be possible, though the enhancement of circulating antibodies is a necessary but not a sufficient condition for a successful vaccine.

A different approach, also well-ventilated this week, is to look for a prophylactic vaccine, similar to those which have come close to banishing diseases such as polio from the Earth. Appropriately enough, Jonas Salk, the originator

## Thousands of delegates, hundreds of presentations — but is the cost of an annual conference really justified?

of the polio vaccine, was in Amsterdam to participate in the discussion.

What he and others made quite clear is that a preventive Aids vaccine will never be a smashing success like the polio vaccine. Daniel Hoth, of the US National Institutes of Health, said: "An HIV vaccine is very unlikely to make the world safe for sex." Samuel Katz of Duke University Medical Centre said that an HIV vaccine would probably be something like the one used against flu, which offers a worthwhile measure of protection while falling well short of the success of the measles and polio vaccines.

Dr Hoth produced figures that demonstrated, however, that even a vaccine of limited efficiency would be much better than nothing at all. Among the dozen or so prophylactic vaccines so far developed, Dr Hoth saw reasons for hope. "Nothing we have so far is a home run, but we do have a number of candidates for a clinical trial of efficiency in perhaps three years' time," he said.

When that time comes, a number of difficult ethical decisions will have to be taken. Aids is an unusual disease, the symptoms of which some scientists believe are caused by an auto-immune process in

which the body attacks itself. Vaccines function by enhancing the immune response, so there is a potential danger that a vaccine may accelerate rather than slow down the disease. The rules for the trials will therefore require some very careful drafting. Who will be responsible if things go wrong?

Stephen Iwanga, of the Uganda Aids Commission Secretariat, in whose country these trials are expected to take place, said that the companies developing the vaccine would have to bear the responsibility. He added that a condition of agreeing to the trials was that if any vaccine was found to be effective, it would be made available to the people of the country at affordable prices.

An HIV vaccine would be wonderful, she said, adding a layer of protection for people in high-risk occupations such as doctors and nurses, perhaps interrupting the transmission of HIV from mothers to babies. But it would not in her view ever replace the need for counselling and education, and she gave a warning against encouraging an excess of false hopes.

NIGEL HAWKES

# Animals tamed by time

Nigel Hawkes considers the possibility that sheep have settled for a quiet life

**A**round the world there are six billion domestic chickens, one billion cows, one billion sheep and countless cats and dogs. Together with man himself, the domesticated animals are among the most numerous on earth.

But are they a group exploited to within an inch of their lives, as animal rights activists believe, or an interesting example of how a species can evolve to fill a cosy niche and live a quiet life? Stephen Budiansky, the presenter of next week's edition of *Antenna*, on BBC2 has no doubt of the answer.

It came to him, he says, while he was working on the small farm where he lives outside Washington. "Working with animals, I found that the slogans about 'enslavement and exploitation' just don't seem to fit. Staying up half the night during lambing season or going out in a snowstorm to feed the horses, I've often found myself wondering 'Who's in charge here?' You can't spend much time on a farm and continue to look at nature as a sort of theme park with nice landscaping." Mr Budiansky is not a full-time farmer. His real role is as a science writer, so he set out to investigate whether conventional attitudes towards the domestication of animals could really be justified. Are our pets and other domestic creatures the victims of a ruthless campaign of training and subjugation? Or are they more like Garfield, the fat cat in the cartoon strip, laughing behind his paws at the absurd lengths humans go to in order to satisfy him?

One curious thing is that the number of species successfully domesticated has been fixed for perhaps 9,000 years. Throughout human history we have added nothing to the original list, despite attempts at different times to tame

the gazelle and the hyena, among others. There seems to be a special natural characteristic that leads to successful domestication, one that not all animals share.

There is also archaeological evidence, from Tel Abu Hureya in northern Syria, that suggests that domestication was far from an easy ride. Anthony Legge, an archaeologist from the University of London, has shown by examining the bones on the site that the switch from hunting gazelles to farming and eating domestic animals took at least a thousand years. Other evidence from the same site shows that the farmers led a much less healthy and leisured life than the hunters had done. They ate a duller diet, spent hours bent double, getting arthritis, grinding the coarse grains to make a flour which then wore out their teeth. They paid a heavy price for settling down.

If the simple theory of domestication-by-force does not fit what alternatives are there? Stephen Budiansky believes that the key is a process called neoteny, an evolutionary change that has been observed in many species, in which juvenile traits are retained into adulthood. The process is shown most clearly in different breeds of dog, all derived ultimately from the wolf.

Wolf puppies are playful creatures, rolling around endearingly and offering no threats. As they grow, they begin to carry objects around, demonstrating the retrieving instinct. Later, they learn to herd fleeing animals by running around them in broad sweeps. Finally, as full-grown wolves, they learn to hunt, not only rounding up other creatures but cutting them down as well.

Modern dog species can all be seen as examples of this development, arrested at different stages. The Pyrenean mountain dog, originally



Domesticated bliss: sheep are kept by man, ultimately for man's benefit, but some maintain the care shown is kindness itself

nally bred to mingle with flocks of sheep in the mountains and discourage wolves, are great puppy-like creatures that do not herd, chase, or hunt. Retrievers reached the second stage of development before stopping, border collies the third. The dogs which are closest to the wild type are the Royal corgi, which are quite prepared to go the whole hog and administer a sharp nip to the heels.

For wild animals, neoteny provides a method by which a species can adapt rapidly to changing circumstances. There is a far wider range of variation in juveniles of a species than there is in adults, so if juvenile characters can be retained into adulthood they give a species more evolutionary options. The very characteristics of juvenile animals — their curiosity, openness and playfulness — are an advantage when the environment is undergoing rapid change, as it was at the end of the last glaciation. Now, thanks to domestication, it inhabits every continent.

domesticated. Mr Budiansky's thesis is that newly domesticated species were perfectly adapted to fit into the new pattern created when settled farming first began. "A rich new niche opened up for them. The fact that they reached sexual maturity early was a big advantage, because it enabled them to expand rapidly and fill the niches created around the new settlements," he says.

Mr Budiansky has a lot of innocent fun at the expense of the animals rights lobby. He quotes the example of the "humane mouse trap", which catches mice alive so that they can be released in the wild, "where they have absolutely no desire to be", he says. House mice are a domestic species; they live with us, not in the woods. Freeing them to die in the wild is not humane, he says, but cruel.

"The extreme animal rights have enormous naivety about what nature is like," he says. "Nature is not freedom, but an endless, constant struggle. Studies of baboons

in the wild show that they have very high levels of stress hormones, and chronic heart problems."

He is not heartless, however; no farmer can be. "I like and care for animals, but it's vital to respect their true natures. Animal rights — with all its emotional conviction, and simplicity — was born in the city. It's an entirely artificial world, nothing to do with nature as it really is."

Naturally, these views have not endeared him to the more committed supporters of animals' rights in the US, but he hopes, at least, that he has forced them to think. Domesticated animals, he concludes, "have gained an unbeatable competitive edge by adapting to live with us. And now their natural place is not in the wild, their natural place is with us, living in a relationship which is to both their and our advantage."

■ *Antenna* "The Beastly Truth" will be shown on BBC2 next Monday, July 27, at 8pm.

## Extreme animal rights have enormous naivety about nature

## Salt house yields its secrets

A SIXTEENTH century salt factory, the Salt House, at Port Einon, near Swansea, was built using German technology. Archaeologists say, German engineers were employed by the Earl of Pembroke to design the plant on the Gower coast, to extract salt from the Bristol Channel.

Gareth Dowdell, director of the Glamorgan-Gwent Archaeological Trust which is working with the Welsh Development Agency to preserve the ruins, said: "Three large reservoirs were built into the rocky beach. The seaward wall contained gaps to allow sea water in at high tide." The factory was on top of the reservoirs. A wooden pump believed to have been German-made, parts of which still survive, took the water to the top of the building. There the water was evaporated and the crystallized salt dried before being shipped around Britain.

"The techniques were unknown elsewhere in Britain before the late seventeenth century," Mr Dowdell said.

IOLA SMITH

## Bronze Age people transform their image



Ancient treasure: Francis Pryor with a sword, one of many finds

**A**ABOUT four million pieces of waterlogged wood hold the key to understanding technology, economics and ritual in the Bronze Age fenland of eastern England 3,500 years ago. Tools, houses and fortifications have been identified over the past decade at Flag Fen by Francis Pryor and his team.

Lying on the edge of an industrial zone just outside Peterborough, Flag Fen is an unexpected location, and an unexpected one for a project that has revolutionised ideas about prehistory and won prizes for its public-oriented presentation of the human past.

Francis Pryor found the site on a foggy day in November 1982; for most of the 1970s he had directed a big excavation at the Fengate site, which was fast being taken over by light industry. He was recording one of the Roman roads when he tripped over an oak log and nearly fell into a dry drain. He then noticed that the log had been split deliberately the wrong way, across the grain. It was human handiwork, not nature, and was well below the Roman levels.

At first he assumed that it was part of a causeway, similar to the tracks found on the Somerset Levels from neolithic times onwards, but when further investigation showed that oak timbers occurred for 120ft along the banks of the drainage channel, Pryor realised he had stumbled on something

relying on axes, adzes, mauls and wedges, prehistoric carpenters turned huge oaks into well-shaped posts and planks and assembled them with well-cut mortise-and-tenon joints. Some of their tools have been recovered, including an adze with a handle made from an oak stem and branch joining at just the right angle. The adze blade would have been of bronze; numerous tool and weapons have been found, including a pair of shears in a fitted wooden box. The box had a slot in its base for the whetstone kept to sharpen the shears. A group of chisels, awls and punches were probably a craftsman's personal toolkit.

Pins, brooches and rings have also been found. Most had been deliberately damaged, but their fragments were often found together. Francis Pryor believes that they were dropped into the waters of the fen as offerings to local gods.

Although they lived in a remote place, the people of Flag Fen were anything but simple-minded: their control of the environment and its resources is a testimony to the emergence of an economically complex society in Britain long before the first written record.

**N**ORMAN HAMMOND

*Flag Fen*, by Francis Pryor (English Heritage/Batford £12.95). *Archaeology* 45, No 4: 38-43. *Antiquity* 56, pp 439-531.

that molecular biologists will identify genes and perfect transplant techniques for developing more nutritional plant varieties that will use increasingly scarce resources, such as water, more efficiently.

"Several kinds of genetically engineered crop plants are close to the point of commercial release but none are yet on sale to farmers," said Peter Day, a professor of genetics at Rutgers University and an authority on agricultural gene manipulation, at the First International Crop Science Congress in Iowa. "This is in large part because some of our ideas were naive and simplistic and our expectations too great," he said.

## Mercury mystery

MERCURY levels in the Florida Everglades are increasing substantially but scientists are not sure where the element is coming from. A University of Florida study says the team conducted their soil tests in remote areas of the wetlands, far from any possible industrial sources of mercury.

They conclude that the mercury must have been airborne. Airborne mercury settles in soil and is transferred to water, where it is injected by fish and passed along the food chain.

The scientists are not sure how the mercury gets transferred from the soil to the water and vice versa, although bacteria most certainly are involved.

JPV/156

# Whitehall high flyers move up as top civil servant retires early

BY PETER RIDDELL

TWO of Whitehall's high flying civil servants have been promoted to key posts by John Major in a series of changes triggered by the early retirement of Sir Peter Kemp as permanent secretary at the Office of Public Service and Science.

Officials yesterday denied that Sir Peter had been dismissed after an intervention by William Waldegrave, the public services minister. They said that the responsibilities of the newly created department required someone with different skills. However, there have been reports of strains in working relations within the department. It is

highly unusual for a permanent secretary to retire more than two years before the normal civil service retirement age of 60.

Mr Mottram, 46, was principal private secretary to Michael Heseltine during the Westland affair in late 1985 and early 1986 and worked with Tom King on the *Options for Change* white paper, the post-Cold War review of Britain's defence requirements.

The other key promotion is of Andrew Turnbull to become second permanent secretary in charge of public expenditure in the Treasury. Mr Turnbull, 47, returned to the Treasury only in May after serving for almost four years as principal private secretary to the prime minister, including the transition to Mr Major in November 1990.

Mr Turnbull is following virtually the same career path as that of Sir Robin Butler, the cabinet secretary and his mentor, alternating spells in 10 Downing Street as a private secretary and work on the public expenditure side of the Treasury.

He is a great enthusiast, naturally gregarious, and is probably the ideal choice for the new ministry, where his energy and ideas will help to shape the department's public image.

Mr Mottram is not a product of Oxford or Cambridge. He went to King Edward VI Camp Hill School, Birmingham, and to the University of Keele, where he won first-class honours in international relations. He joined the civil service in 1968 and was assigned to the defence ministry as an assistant principal. He was seconded to the Cabinet Office from 1975-8.

Married with three sons and a daughter, Mr Mottram likes going to the cinema and playing tennis. When he takes over his new appointment in September, his grade 2 salary of £23,216 will rise to a grade 1A £30,500. The appointment is the equivalent of a second permanent secretary because of the small size of the department.

BY MICHAEL EVANS, DEFENCE CORRESPONDENT

RICHARD Mottram, appointed permanent secretary yesterday at the Office of Public Service and Science, is a good example of a rapidly promoted civil servant who has appreciated and benefited from the philosophy of more open government. He is not an exponent of Whitehall speak and, during his long career at the defence ministry, has revelled in explaining the finer points of defence and arms control policy.

Since his time as private secretary, first to Sir John Nott and then to Michael Heseltine when they were defence secretaries, Mr Mottram has been tipped for a top job. He is only 46 and no one doubts that he will one day return to the defence ministry as permanent secretary.

In his defence post as deputy under secretary (policy), he was one of the principal officials engaged in the *Options for Change* exercise and was angered when critics of the armed forces restructuring plan claimed that there had been no proper strategic assessment of Britain's security requirements. Being a man with an incisive brain and an impressive grasp of his subject, he felt that everything had been examined properly. Ministers and officials always shied away from referring to the exercise as a defence re-

view. The nearest they got was calling it a "fundamental reassessment".

With his mop of curly fair hair, Mr Mottram looks more the part of a boffin than a policy adviser. But as ministers have appreciated over the years, his expertise has been his ability to explain complex issues precisely.

He is a great enthusiast, naturally gregarious, and is probably the ideal choice for the new ministry, where his energy and ideas will help to shape the department's public image.

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Mottram: benefited from more open government

## Rush to sell water industry criticised

BY SHEILA GUNN, POLITICAL CORRESPONDENT

THE Commons public spending watchdog yesterday criticised the government's rush to sell off the water industry, and questions whether a better deal could have been achieved for the taxpayer.

With large profits for the companies and higher water bills for consumers since privatisation, the public accounts committee said that a phased sale of the ten water companies in England and Wales could have netted more than the £3.6 billion of net proceeds.

The MPs' report disclosed that the government gave the companies a down payment totalling £14.4 billion made up of debt write-off of £5.2 billion, cash injections of £1.5 billion and tax allowances of £7.7 billion. Assets worth £34.5 billion were handed over. The committee recognised that the companies faced bills totalling £26 billion to modernise water and sewerage works to EC standards.

It added that ministers found themselves running out of time to reach a deal by 1989. In the closing stages of negotiations, they

had still not settled terms with the chairman of the new companies. "In this final week the cash injection rose to £1.1 billion and the illustrative net proceeds fell from £5.7 billion to £4.4 billion," the report said. The proceeds were later reduced still further to £3.6 billion.

The MPs blamed the failure to bring in higher proceeds on the dual responsibility of ministers to make sure the new owners could finance their functions and, at the same time, to achieve the best price. In future they want those duties separated. They also criticised the £8.42 million paid to the department's 36 main advisers on the sale.

Initial research by the environment department had pointed to little interest by investors in the new companies. But the report said that, in the end, the public offer was over-subscribed by 5.7 times.

House of Commons committee of public accounts 7th report: Sale of water authorities in England and Wales (Stationery Office £10.75)



Standing down: Sir Peter Kemp in Whitehall. Officials denied he had been sacked

in succession to Sir Geoffrey Holland, who in turn is moving to the department of education. Sir Geoffrey, 54, was for 15 years involved with the Manpower Services Commission, serving as its director for seven years. Sir John Caines, the present permanent secretary at the department of education, is to retire.

A reshuffle of senior posts is occurring at the department of education. John Vereker, the head of further and higher education, will become

head of schools, in succession to Nick Stuart, who is transferring to the employment department.

Roger Dawe, a deputy secretary at employment, will become the new head of further and higher education.

## Choices made with eye to the future

Peter Riddell reports on the delicate behind-the-scenes manoeuvring that accompanies the appointment of permanent secretaries

well as being responsible for organisation and promotions. Ministers are generally short-term occupants, before moving on or out of government. The relationship is always delicate.

Appointments of permanent and deputy secretaries are made by the prime minister on the advice of the head of the home civil service and recommendations by the senior appointments selection committee.

Cabinet ministers are consulted about the appointment of permanent secretaries to their departments. In the past, there have been several cases where a minister has quietly lobbied the prime minister and the head of the home civil service for a permanent secretary to be moved. The unusual feature of yesterday's announcement is that Sir Peter is retiring early and that rumours of his differences with William Waldegrave, the minister responsible for public services, and Sir Peter Levene, the government's efficiency adviser, have surfaced publicly.

In this case, relations and the difficulties of creating a new department seem to have been more important than a clash on policy.

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## Duke backs £5m project to save an imperial frigate

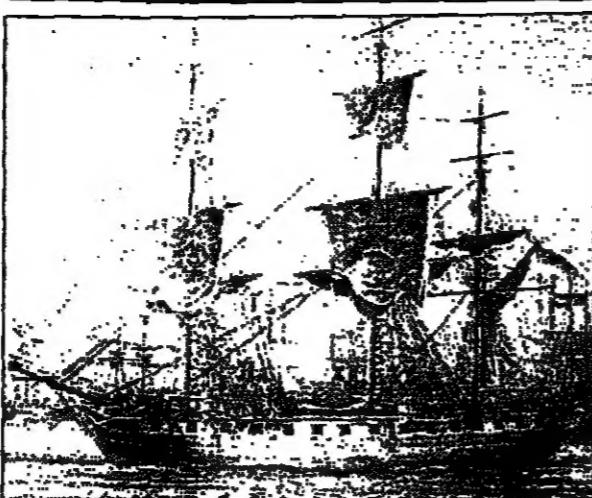
HIS Britannic Majesty's Ship *Trincomalee*, until recently a moulder in Portsmouth harbour, has regained royal favour. The Duke of Edinburgh yesterday became patron of a £5 million, seven-year project to restore the early nineteenth century frigate.

At the same time the *Trincomalee* Trust announced donations of £450,000 from English Heritage and the National Heritage Memorial Fund towards its appeal for £2.5 million to complete work on what it describes as the world's second oldest ship afloat. The USS *Constitution* in Boston is older.

The restoration work will be carried out at Hartlepool, Cleveland, the port and former shipbuilding town which has developed a talent for returning historic ships to their former glory. The best known is HMS *Warrior*, the Royal Navy's first ironclad, now displayed at Portsmouth.

Hartlepool's involvement happened almost by accident when a local firm was chosen to work on the *Warrior*. The company has gone but the concept remains, drawing on the skills of former North-Eastern shipyard workers and finance from

A frigate built to fight Napoleon's warships is being restored at last. Paul Wilkinson studies her history



Past glory: the *Trincomalee* last century

job creation bodies. Grants and other assistance total £1 million from Teesside Development Corporation and the town's council ensured that the *Trincomalee* project continued Hartlepool's new tradition.

The ship was better known in Bombay using local teak instead of the oak that formed most of Nelson's "wooden

walls". That probably accounts for her longevity. English oak would have perished long ago.

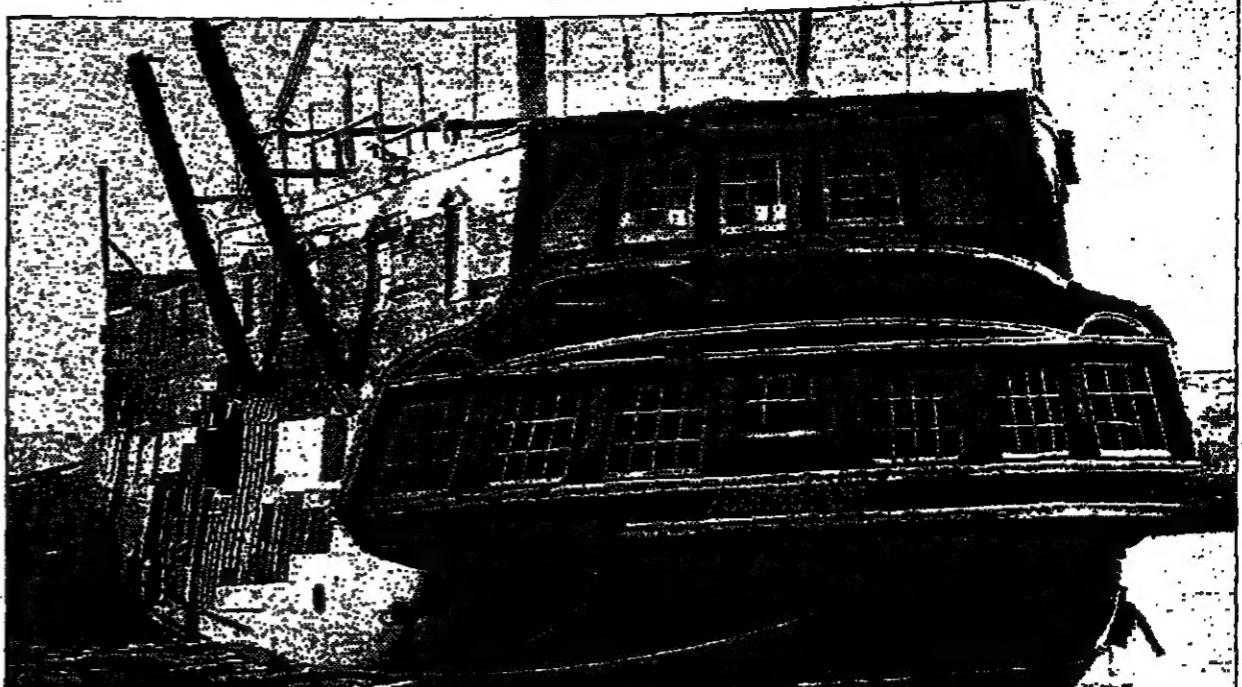
The scarcity and price of teak today forced her restorers to find an alternative. They chose West African Opepe.

The *Trincomalee* was ordered for the fight against Napoleon, but not launched until 1817, two years after his defeat at Waterloo. Thus at the end of her maiden voyage home, she was immediately laid up.

Then steam frigates usurped her as the "eyes" of the fleet, so it was not until 1845 that a role was found patrolling the outposts of empire where no coal stations existed. For the next 12 years she cruised the Caribbean and then the Pacific, fighting in the Eastern campaign of the Crimean War.

Military service ended in 1857 when she was paid off at Chatham, Kent. She became a drill ship for Royal Navy volunteers three years later. In 1897, she was marked for the breaker's yard, but reprieved by chance.

HMS *Foudroyant*, a former Nelsonian flagship converted sail training was lost in a gale. Her owner



Present imperfect: the frigate, bearing the name *Foudroyant*, undergoing restoration work at Hartlepool

bought *Trincomalee* and renamed her just as the wreckers moved in.

The Hartlepool restoration is controlled by the project manager, Bill Stephenson, a former Teesside shipyard man, using a 30-

strong workforce. He said: "When you look at her construction you can only marvel at the amount of labour that must have been necessary to build her, and unless they had only adzes to cut the timber. There must

have been a boundless pool of cheap labour."

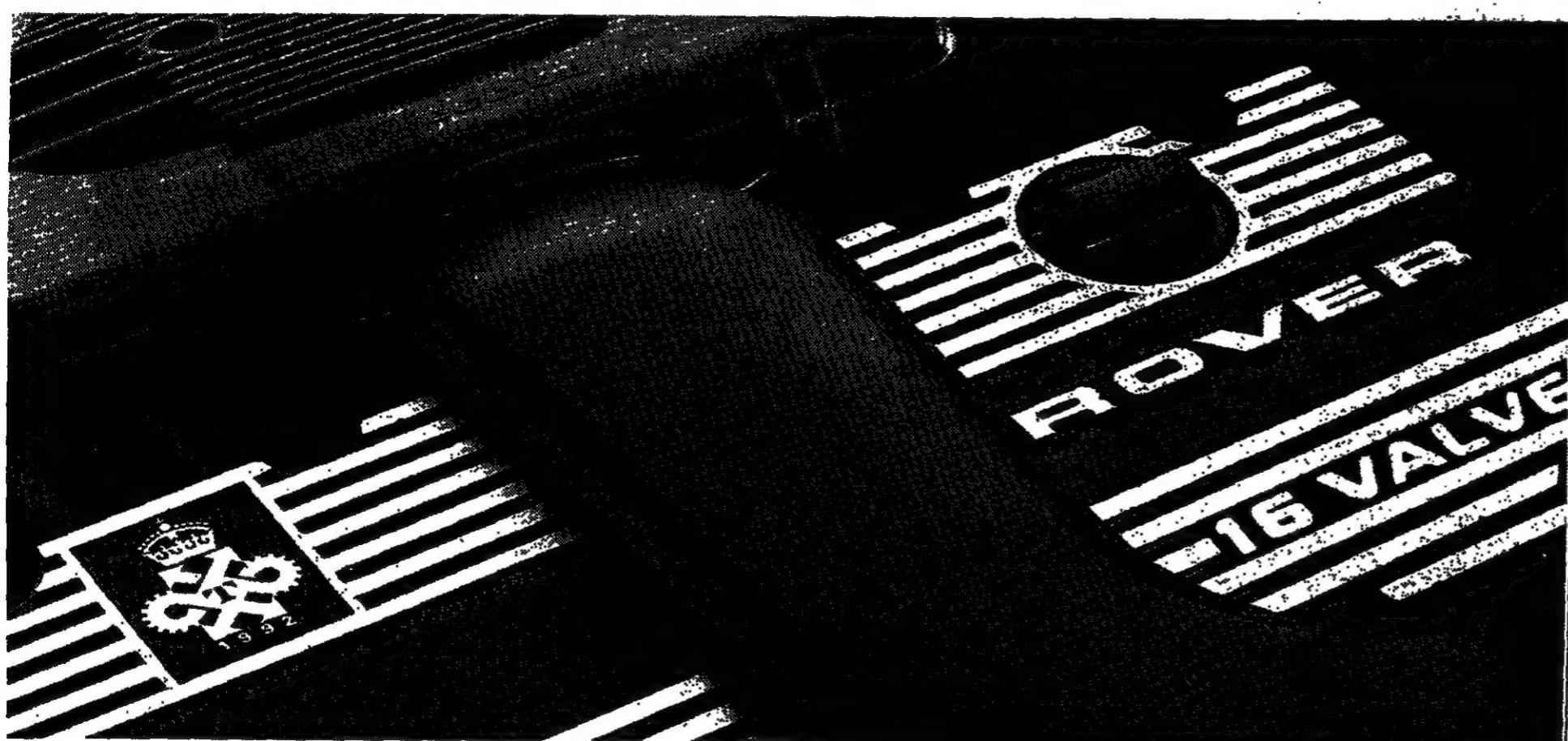
The restoration team will make use of drawings from the National Maritime Museum archives. The original plans were lost when the ship carrying them from India

was sunk by the *Constitution*.

Completion is several years away but the trust has a display on board giving a flavour of life 175 years ago.

Image transformed  
LET section, page 6

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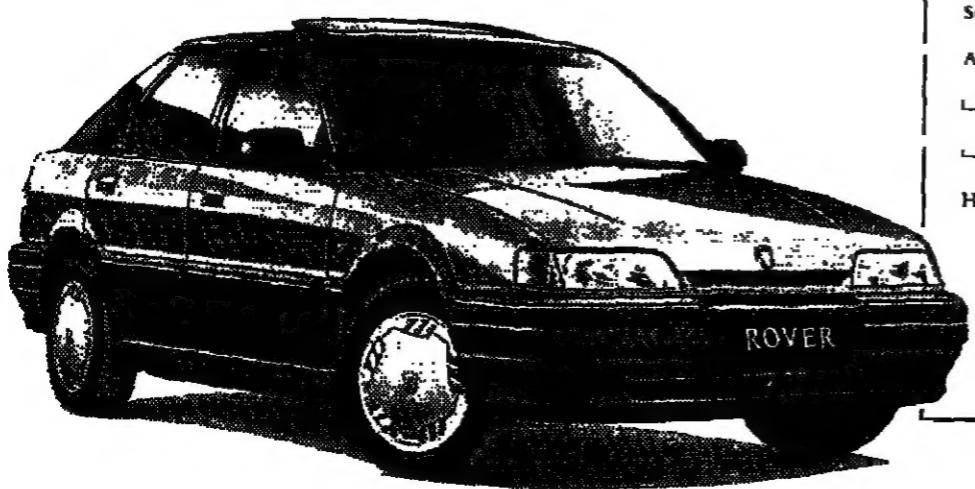
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### Holiday hire cars 'unsafe'

By KEVIN EASON  
MOTORING CORRESPONDENT

CARS on hire to thousands of holidaymakers in Spain and Greece could be killers, according to a survey by *Holiday Which?* magazine.

The Consumers' Association magazine says that one in three cars inspected in some of the most popular resorts with British holidaymakers was dangerous. Only one in ten was fault free.

*Which?* found an alarming catalogue of faults. One Fiat Panda from Kourites Rentals in Stalis, Crete, had three bulging and cut tyres and wipers that did not work. When the faults were pointed out, a company representative simply "shredded dismissively", *Which?* says.

Nine cars, almost one in six checked, were rated as "very dangerous" by the magazine's investigators and displayed easily detected "potentially lethal hazards" such as tyres likely to blow out, a leaking fuel tank and a missing wheel nut.

A further 11 of the total of 60 cars checked were "dangerous" with cut or bald tyres, brake lights not working and useless seat belts.

The cars were hired from rental outlets on Crete and the Costa del Sol. They included vehicles from the multinational companies as well as local firms.

In all, 52 cars were found to be poorly maintained, with cut, bald or badly inflated tyres the biggest danger.

*Which?* says that holidaymakers should not accept a car in poor condition. If they cannot find a safe car from the rental firm, they could win a refund after renting from another company or taking a taxi.

### Motorists driving in ignorance

By KEVIN EASON

BEWARE the motorist with the glazed expression as you battle through Britain's jammed motorways today for he may not know what he is doing.

According to a survey yesterday, seven out of ten motorists are "ignorant" of the road laws that govern the nation's 20 million vehicles.

Researchers interviewed 1,000 motorists to discover whether they knew key facts about drink-driving, tyre regulations and how to keep themselves and their passengers safe. The results turned out to be dismal with only a minority able to answer the questions by researchers for Tyreservices Great Britain, the national tyre-fitting company.

As motorists pitch into the busiest seasons on the roads, John Cubbidge, Tyreservices' director and general manager, said that too many were risking lives and licences by being unaware of the law. "We were amazed at the results," he said. "It would seem that many motorists are driving around despite being generally ignorant of the laws to which they must conform."

The interviewers found that only one in seven knew the blood-alcohol limit above which they would be breaking drink-drive laws, while nearly 40 per cent had no idea of the minimum legal tread depth for a tyre.

Two in five did not know it was the driver's responsibility to ensure that passengers wore seat belts. In addition, more than 13 per cent believed that a six-year-old child not wearing a seat belt in the rear seat would be prosecuted when, in fact, the driver would be causing the offence.

### Islanders honour their giant export

By KERRY GILL

ANGUS MacAskill, a 7ft 9in giant reputed to have been the world's strongest man, will be remembered today in a ceremony on the Outer Hebridean island of Berneray in the Sound of Harris.

Almost 130 years after his death, a cairn has been erected in memory of "Big Angus", *Aonghas Mòr* in Gaelic, who once amazed circus audiences across the United States when the midget Tom Thumb danced in the palm of one of his hands, which were 6in wide and more than a foot in length.

The career of *Aonghas Mòr* ended when he tried to lift a 2,200lb anchor. He raised it onto his shoulder but one of the flukes cut into his back and he was never able to stand fully upright again. His died in 1863 after suffering an attack of "brain fever".

Today's ceremony, which will be attended by Angus's closest relative on Berneray, John MacAskill, aged 83, has been made possible by Donald MacKillop, a retired policeman. Mr MacKillop raised more than £2,000 to have the cairn built, to Angus's exact size.

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Japan

Japan's new imports of oil from the United States have become a major concern for the government, as delivery of a new aircraft carrier to Japan is expected to be delayed. The Japanese government has agreed to a new deal with the US to supply oil to Japan. The deal will be worth \$1 billion over five years. The Japanese government has also agreed to a new deal with the US to supply oil to Japan. The deal will be worth \$1 billion over five years.

# Police are criticised in report on Boipatong

FROM MICHAEL HAMILYN IN JOHANNESBURG

A STARTLING report throwing severe doubt on the efficiency of the South African police in failing to prevent the Boipatong mass killings and in pursuing its perpetrators has been prepared by Peter Waddington, sociology professor at Reading University, and two senior policemen from Scotland Yard.

The report, parts of which were leaked yesterday, will be published today by a judicial commission under Mr Justice Richard Goldstone, which is enquiring into violence and intimidation in this country. Dr Waddington was appointed by Judge Goldstone after President de Klerk, at the request of the South African police, formally asked him to appoint experts to evaluate police procedures.

According to the leaked version, which was carried on Radio 702, broadcasting to the Pretoria and Witwatersrand area from Bophuthatswana, the investigation by Dr Waddington said that the general unavailability of the police, and the inadequate deployment of those who were available around Boipatong

## Renamo rebels 'use nerve gas'

By SAM KILEY

REBELS fighting to overthrow the Mozambican government have resorted to using nerve gas against their opponents, according to a British chemical weapons expert and an army officer.

A secret report submitted to the Mozambican government by the British experts says that at least 50 soldiers were killed in a nerve-gas attack on government troops near the South African border in January. Witnesses said that they saw clouds of smoke engulf 300 Mozambican commandos near Maputo.

The witnesses, according to the government press agency AIM, said that the gas was released from a rocket fired from the South African side of the border and exploded in the air as government troops prepared to attack a Renamo (Mozambique National Resistance Movement) encampment. A South African investigation concluded that no chemical weapons had been used.

But the report by Dr J. P. Thompson, who was flown to Mozambique at the request of President Chissano, and Lieutenant-Colonel Clive Larke, the British military attaché in Maputo, says there is no doubt that the weapon used was an "anti-central nervous system agent".

In the last week both sides have agreed to set up "humanitarian corridors" to allow food to be distributed. And as a result of a diplomatic shuttle by President Mugabe of Zimbabwe and Roland "Tiny" Rowland, the head of Lourho, between Mr Chissano and Alonso Dhlakama, Renamo's leader, both sides have agreed to discuss a ceasefire on August 3, their first meeting in the 16 years of civil war.

R. W. Johnson, page 12



Ramaphosa: de Klerk must respond positively



Field of fire: a judicial report has cast doubt on the procedures of the South African police, seen here shooting at fleeing protesters at Boipatong on June 20

## Africa's opposition heroes lose their way

FOUR hundred Ethiopian veterans of the war with Fascist Italy have been scrubbing their uniforms, burning the leather on their hippo-hide shields and polishing their traditional sabres ready for the funeral of the king who led them against Mussolini. Today, 100 years after his birth, Emperor Haile Selassie was due to have been buried.

But the veterans will not be marching alongside the Ethiopian emperor's golden state coach. His remains will continue to languish in the mausoleum because Ethiopia's royalist party says that the ceremony has been indefinitely postponed until the government agrees to a state funeral.

Earlier, the judge had himself taken a step back from the Waddington report, saying: "It does not reflect any findings of or opinions of the commission or the committee investigating the Boipatong massacre, whether in general or in relation to the conduct of the South African police." He added that the findings were based on untested information given to the three experts, and on their opinions. The commission was to have been wound up by them.

Conducting his own investigation into the present violence and into ways out of the constitutional impasse in negotiations, Cyrus Vance, the United Nations special representative, began his first full day of enquiries with a meeting with Mr de Klerk in Pretoria. He saw the president for two hours with R. F. "Pik" Botha, the foreign minister, Roelf Meyer, the constitutional development minister, and Gerrit Viljoen, minister in the president's office. He also met Herman Kriel, the law and order minister.

The ANC and its allies meanwhile continued their mass action campaign by occupying various offices and buildings in and around Transvaal.

The dawn of democracy is darkened across the continent by ethnic divisions, party bickering, corruption and economic decline, writes Sam Kiley



allowed parties to form along ethnic lines last month that backfired when the parties claiming to represent the majority Oromo tribe took up arms in protest at the imperiously run elections. Now Mr Meles has another civil war on his hands.

The royalists appear not to have understood how their magnificent sideshow could not be state-funded at a time when hundreds of thousands are facing starvation, even though Mr Meles had agreed to allow the funeral, which could have added fuel to Ethiopia's ethnic fire.

The prospects for democracy are equally depressing else-

where in Africa, where opposition parties also lack pragmatic understanding or are simply unworthy of the potential voters' time.

Kenyan elections are expected next year but the opposition has shown itself little better than the corrupt régime which wrecked the cities and caused economic devastation. The looting provided the perfect opportunity for the opposition to throw Mr Moi out. However, he looked like a powerful man beside his main opponent, Etienne Tshisekedi, and by appointing his other leading opponent, Nguza Karl-I-Bond, as prime minister, he scattered his enemies without having to roar.

Zambia's opposition, the Movement for Multi-Party Democracy, did manage to defeat Kenneth Kaunda last year. It appeared first as if Zambia might herald the way for other African countries as corrupt elements of the ancien

régime were weeded out. Not so — already donors are despairing at the number of new palms demanding to be greased.

Angola is due to hold its first elections this September, yet Jonas Savimbi's Unita movement is demobilising its army ever more slowly and the foreign debt is mounting. United Nations officials there fear that elections will not be genuine and that fighting may resume.

Perhaps this year the most successful example of progress to democracy has been Nigeria, where this month the Social Democrats won a majority of parliamentary seats after fair and free elections. The outgoing military president, Ibrahim Babangida, defined the parties himself: one a step to the left of centre, the other a step to the right. No parties are allowed to form on ethnic or religious lines. President Babangida is orchestrating a slow dance to democracy with its finale at the presidential race in December — but "Western-style" it is not.

Letters, page 13

## Sydney feels shame over TV series

FROM AFP IN SYDNEY

SYDNEY is hanging its collective head in shame over a television documentary suggesting it is racist, brash and materialistic.

*Sylvania Waters* (after the suburb where it is set) is a 12-part co-production by the BBC and the Australian Broadcasting Corporation and features a family which comes across as typical of the city, living in luxury in a £390,000 seafront home. Part 1 was screened here on Tuesday. The series is also expected to be shown in Britain.

Laurie Donaher and his common-law wife, Noeline, are presented as nouveau riche, anti-union, insensitive, noisy and acquisitive. Worse is their racism. Mrs Donaher, for instance, suggests Asian immigrants should go home. Later in the series she hires a stripper to entertain friends: Laurie objects because the dancer is black.

## Russia to keep using Vietnam naval base

FROM ABBY TAN IN MANILA

VIETNAM has agreed to keep its naval base at Cam Ranh Bay open to the Russians and Moscow is willing to help convert naval bases in the region to peaceful use.

Andrei Kozyrev, the Russian foreign minister, confirmed that Nguyen Manh Cam, Vietnam's foreign minister, agreed to his request on Tuesday. The two ministers are in Manila for the 25th meeting of the Association of South East Asian Nations (ASEAN) foreign ministers.

The meeting ended yesterday with the foreign ministers issuing an unexpected declaration rejecting China's offer to put aside temporarily the issue of sovereignty over the Spratly Islands in the South China Sea.

Mr Kozyrev said the Russian navy wanted to continue using the bay, which was the focal point of tension during the Cold war. It faces the

American naval base in the Philippines across the South China Sea. He said the navy will stay if the region considers its presence a source of stability.

"I think it depends on discussions with Vietnam," he said. "I think we are not necessarily in a rush to leave."

China came to the meeting with peaceful intentions but its long-range plans to claim the Spratlys were met with scepticism. ASEAN diplomats say they did not agree with the pledge by Qian Qichen, the Chinese foreign minister, to "shelve" the sovereignty issue. The ASEAN declaration instead "emphasised the necessity to resolve all sovereignty and jurisdictional issues" without resorting to force.

Vietnam and China are the main rivals for the Spratlys. China's navy sank three Vietnamese boats in 1988 when Hanoi challenged China's claims.

ONLY TWO DAYS

LEFT TO

RUB SHOULDERS

WITH THE RICH AND

SENSIBLE.



## Japan bows to Cadillac diplomacy

FROM JOANNA PITMAN IN TOKYO

The one tangible result of President Bush's mission to Japan in January to press for more imports of American cars became apparent recently when the Japanese government's chief cabinet secretary agreed to take delivery of a new Cadillac.

A reluctant Koichi Kato has been persuaded, in the name of good relations with one of Japan's most important trading partners, to part with the keys of his cosy Nissan New President and to drive a 7.1 million yen (£31,000) Cadillac Fleetwood.

Clearly not overjoyed at the prospect of sitting behind the steering wheel of the vast black foreign car, he vowed to do his best to soldier on, but said, as he stared thoughtfully at the long distance between seat and pedals, that he hoped he would not cause any accidents. Remarking that the

steering wheel was on the wrong side and that the car would be extremely difficult to manoeuvre around his home, in the Setagaya district of Tokyo, he put on a brave face and said: "For the sake of Japanese-US trade, we will have to overcome these problems."

For years Japan has tried to block imports of various uncomfortably cheap foreign products, claiming unique conditions in the Japanese market. French skis, for example, were not allowed because it was said that Japanese snow is different from Alpine snow and therefore they could not function. Australian beef was kept out until recently on the reasoning that the intestines of Japanese people are shaped differently from Westerners and so foreign beef would be indigestible.

Foreign cars were trickier, until some wily mandarin

thought of designing parking spaces that would be too small to take the cars that foreigners were trying to sell. But this policy proved flawed when it became apparent that the *yakuza*, Japan's equivalent of the Mafia, had developed a soft spot for the Cadillac, because the solid bodywork, they said, would do a better job of protecting them from stray bullets than Japan's quaint homegrown Mitsubishi Lettuces.

For a politician it is not a good image to be seen riding around in a Cadillac," said Mr Kato, realising that another drawback of his grand gesture is that he could become the mistaken target of a mob attack.

American car makers have had particular trouble in prising open the Japanese market because of confusion over the position of the steering wheel and the inappropriate size of their

# HEAL'S

# SALE

ENDS SATURDAY

Final reductions throughout the store. There are still lots of bargains left, with many items half price. TOTTENHAM COURT ROAD LONDON W1. TUNSGATE GUILDFORD.

# US threatens Iraqis with force after UN inspector attacked

THE Bush administration yesterday warned Iraq that President Saddam Hussein's defiance of United Nations resolutions and his refusal to allow a search of ministry buildings in Baghdad could lead to punitive military action.

"Iraq must be held accountable," said Martin Fitzwater, the White House press secretary. Asked how the confrontation compared with earlier disputes with Baghdad over UN resolutions, Mr Fitzwater said: "We've had two or three experiences where we've reached this kind of point. I'd say this is about as serious as any we've faced."

The White House warning came only 24 hours after the State Department announced that military action against Iraq was not being ruled out. In past show-downs with Saddam, belligerent remarks have normally come from the Pentagon rather than the State Department, which has been far more diplomatic in its language.

Mr Fitzwater said America was consulting its Gulf war allies. The US believed that it was authorised to use military force under UN resolutions passed before the invasion of Kuwait and after the Gulf war ceasefire, he added.

Military confrontation came closer when a UN weapons inspection team was compelled to withdraw from outside the agriculture ministry in Baghdad after an 18-day stand-off. Rolf Ekeus, the chief UN weapons inspector, said the team pulled back to its hotel after a man tried unsuccessfully to stab one of the UN inspectors with a skewer in a car outside the building. Iraqi police looked on and let the attacker go free.

A senior Western diplomat called the team's decision to withdraw "another step towards the brink". He added: "The question of access to the agriculture ministry is not going away and will be pursued by one means or another in the days ahead."

James Bone in New York and Jamie Dettmer in Washington look at the chance of a strike on Baghdad



gencies." Earlier yesterday rumours began to circulate on the New York stock exchange that American warplanes were bombing Baghdad. Mr Fitzwater firmly denied this. "We are not bombing Baghdad and have no knowledge of any bombing in Iraq. The rumours affected the value of the dollar.

President Bush, who is facing an uphill re-election campaign, could have much to gain by taking tough action against the Iraqi dictator. "Most people are still spoiling for a fight with Saddam Hussein. There's a sense of unfinished business," said Daniel Pipes, director of the Foreign Policy Research Institute. A successful strike against Baghdad could well be seen by American voters as an example of Mr Bush's foreign policy strengths.

But the White House is aware that even limited military action could have a serious downside. Democrats could claim that a bombing raid had been ordered as a ploy to improve the president's re-election chances.

Iraq yesterday challenged the United States to force it to back down, while Arab commentators said Saddam was convinced allied threats were mere sabre-rattling. Iraq's state-run *Al-Thawra* newspaper taunted the United States with failing to back up its denunciation of Baghdad with concrete action.

"America is no longer a source of threats as it was before... the escalation of statements is no longer effective," *Al-Thawra* said. "When America mobilised that army of evil against Iraq, it failed and reaped nothing." It added: "Can it reap anything now, while it is impotent and unable to mobilise a single soldier?"

The official Iraqi news agency INA said the UN team had withdrawn "after Iraq had expressed readiness to give access to a neutral team", which proved that Baghdad had nothing to hide.



Herald of hope: James Baker waving on his arrival for talks at the presidential palace in Cairo yesterday

## Rabin pledge to cut settlements hailed

FROM CHRISTOPHER WALKER IN CAIRO

MIDDLE EAST peace moves were boosted yesterday by an announcement from James Baker, the US Secretary of State, that the new Israeli government had pledged big cuts in the building of settlements in the occupied territories.

Jordanian and Egyptian officials hinted that Yitzhak Rabin, the Labour prime minister, had offered a total freeze, but this was not confirmed by Mr Baker, who nevertheless

expressed warm satisfaction with the changes in Israeli policy offered.

American sources said the cutback in settlement building made it much more likely that President Bush would end the suspension of loan guarantees of \$10 billion (£5.2 billion) to the new government of Israel and it is one, frankly, that pleases the US because, as you know, we think settlements are an obstacle to peace."

Past Baker peace missions had been dogged by the provocative construction of new settlements by the Likud government, which was defeated in June's election.

Mr Baker said: "I am really very satisfied with the philosophy and orientation of this new government in Israel towards the question of settlements, and I am satisfied that

you are going to see a severe and substantial reduction in settlement activity." In an upbeat account of his mission so far, he added: "There really is a new approach to this question of settlements by the new government of Israel and it is one, frankly, that pleases the US because, as you know, we think settlements are an obstacle to peace."

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## Bush's faltering campaign calls Baker away from peace mission

FROM JAMIE DETTMER IN WASHINGTON

JAMES Baker is poised to quit his post as Secretary of State and return to the White House to take command of President Bush's troubled re-election campaign. Senior administration officials said last night that they expect Mr Baker to be at the helm of Mr Bush's campaign as it heads to the Republican convention in Houston next month.

Pressure has been mounting on President Bush for several weeks to appoint Mr Baker to head his campaign, which is widely being criticised as aimless. Republican strategists are aware that a big effort to regain the offensive against the Democrats and to cut down Bill Clinton's two-to-one lead over President Bush in the opinion polls is desperately needed. The Arkansas

governor has enjoyed a huge surge in the polls in the wake of last week's Democratic convention.

Mr Baker's recall has not been formally announced and Martin Fitzwater, the White House press secretary, yesterday dismissed reports of the move as "speculation". The Secretary of State, who left his post as Treasury secretary to revive Mr Bush's election campaign in 1988, has been evasive in his replies to questions from journalists travelling with him in the Middle East.

In Cairo yesterday, Mr Baker said: "Until you hear it from the president of the United States, I wouldn't make a book on it." He insisted he was focusing on the Middle East peace process and expected to remain so for the days and weeks ahead. But when asked if that would extend to months, he changed the subject.

In Arab circles there are widespread fears that Mr Baker's departure at such a crucial moment could seriously endanger his efforts to build a lasting Middle East peace.

"Once his back is turned, the players will all start misbehaving in their old ways again," one moderate Arab said.

Whether Mr Baker, who is one of Mr Bush's oldest friends, will take leave of absence from the State Department or actually resign is still unclear, according to administration officials. A State Department source said that he would prefer to remain as Secretary of State.

An Australian court has ordered Tony Lock, 63, the former England test cricketer, to stand trial on a charge of indecently assaulting a 15-year-old girl, the Australian Associated Press reported.

Peter Martins, 45, head of the New York City Ballet, faces assault charges filed by Dari Kistler, 28, his wife of seven months and the company's principal ballerina, officials said in Saratoga Springs.

## Pot-bellied pig bores the exotic pet set

FROM BEN MACINTYRE IN NEW YORK

This little piggy went to market, this little piggy stayed at home, and this little piggy was made homeless after therapy for an eating disorder.

Once the pet of choice for America's wealthy and socially ambitious, the miniature Vietnamese pot-bellied pig has fallen horribly out of fashion. In the late 1980s, the tiny pigs could be seen being taken for walks in tailor-made outfits, riding in the passenger seats of convertibles or dining with their owners in the smartest restaurants.

Now, due to the recession and the vagaries of fashion, the pigs, which used to sell for up to \$10,000 (£5,200) apiece, have started appearing in the "For Sale" columns for as little as \$50, and many have simply been abandoned. Some, sad to say, have been eaten.

Los Angeles animal shel-

ters report a flood of abandoned pigs as the exotic pet set has tired of the animals. A number have been found roaming the freeways or sniffing through the rubbish bins in Malibu, others have been sent to auction but most have wound up in animal shelters. Fashionable emu is only part of the problem, the other is the nature of the beast itself.

What was sold in the pot-bellied boom of the late 1980s as a gentle, affectionate and above all small pet has in many cases grown into a fractious, boorish monster. Owners belatedly discovered why they were called pot-bellied — they are exceptionally greedy.

The *Wall Street Journal* recently described the harrowing case of Irene Tocherman who bought a pig, Emily, two years ago on the assumption that the pet

would grow no larger than 40lb and love her for ever. Emily now weighs 175lb and doesn't love anything except food.

She has taken to biting people, breaking furniture and turning the Tocherman house into a pigsty. Ms Tocherman's husband was recently cornered in the pantry by an irate Emily demanding dog biscuits and only narrowly escaped.

Some owners have chosen to stand by their pigs, whatever the cost in carpet cleaner. A support group has been established for "people with giant pet pigs". The therapy may be long and painful; the average life of the pot-bellied pig is 15 years.

## Vatican must pay for Pope's operation

The Vatican will receive a bill from the Catholic hospital that treated the Pope, who has had his stitches taken out a week after surgery to remove an intestinal tumour. Adriano Bassola, rector of the Catholic University of the Sacred Heart, which runs the Gemelli hospital, said the bill would be discounted "subscriber" rates because Vatican officials and employees had a special arrangement with the hospital, which was built on ground donated by the Vatican.

More than two-thirds of French people want Marie-Claire, who discovered radium, to be the first woman honoured by burial in the Panthéon national memorial, the last resting place for France's illustrious men, an opinion poll in the Catholic *Pélerin* magazine said.

The Dalai Lama, on a five-day private visit to Hungary, called for worldwide disarmament in an address to 2,000 Hungarian Buddhists.

Nelson Mandela, the African National Congress leader, has become the first person to receive an honorary doctorate from Tehran University since the 1979 Islamic revolution.

Yasukazu Hasegawa, 92, a founder of the socialist Hashomer Hatzair "kibbutz" movement and an early state leader, has died.

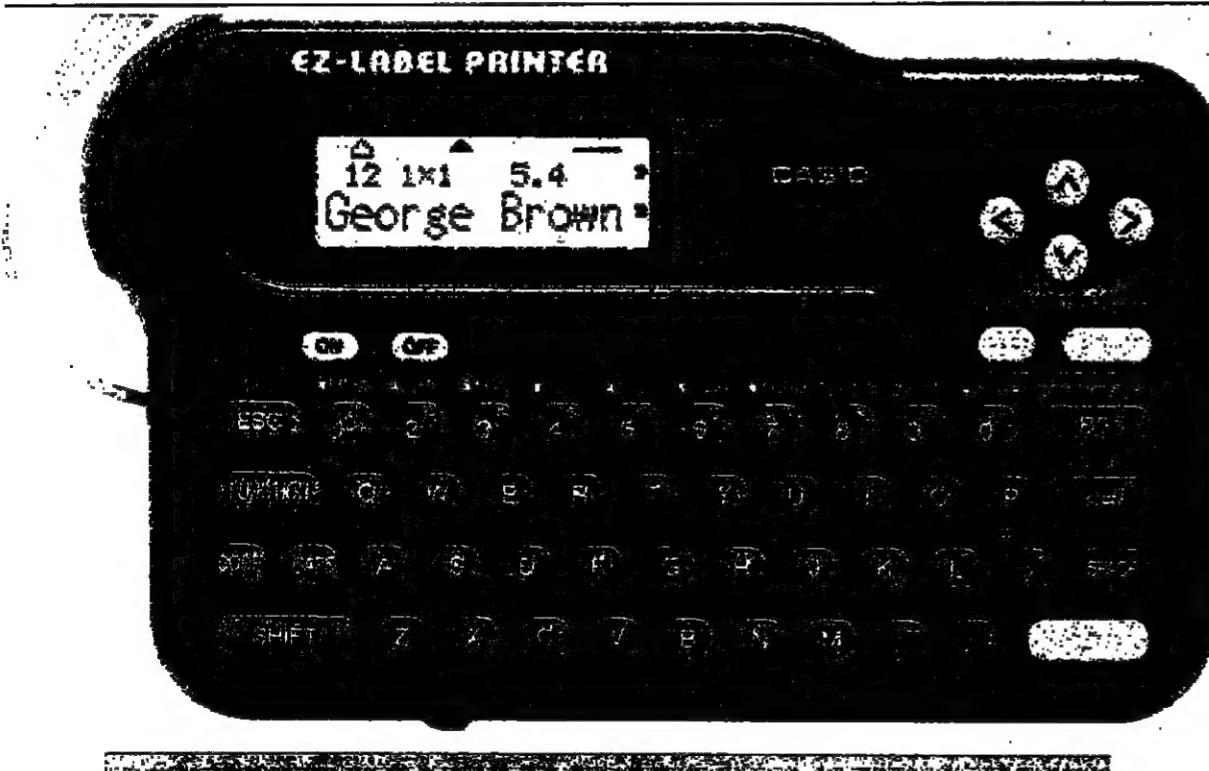
Cardinal Laurenti, Regnante, 80, the first black African elevated to cardinal in the Roman Catholic church, has retired as archbishop of Dar es Salaam, Tanzania.

President Mitterrand, 75, has been given a clean bill of health by doctors in Paris who said the results of extensive tests in a recent medical check-up were normal.

A search for buried gold at the beach house of Ferdinand Marcos, the former Philippines president, has produced only soil and stones and will be called off, a senior official trying to recover his alleged ill-gotten wealth said.

An Australian court has ordered Tony Lock, 63, the former England test cricketer, to stand trial on a charge of indecently assaulting a 15-year-old girl, the Australian Associated Press reported.

Peter Martins, 45, head of the New York City Ballet, faces assault charges filed by Dari Kistler, 28, his wife of seven months and the company's principal ballerina, officials said in Saratoga Springs.



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## NEWS IN BRIEF

## FBI joins hunt for bombers

Rome: Seven FBI agents arrived in Palermo yesterday to help Italian investigators hunting the killers of Paolo Borsellino, the leading anti-Mafia magistrate, and his five bodyguards (Philip Willan writes).

The detectives went straight to the scene of Sunday's huge car bomb explosion to assist in the search for forensic evidence and try to determine the vantage points from which the remote-controlled bomb was detonated. FBI agents have also been assisting their Italian counterparts investigating the May 23 motorway bombing which killed Italy's best known anti-Mafia judge, Giovanni Falcone, and his wife and three bodyguards.

In Rome, Nicola Mancino, the interior minister, confirmed his confidence in Vincenzo Parisi, the head of police who has been blamed for the failure to protect Sicily's magistrate. He was punched as he left Palermo cathedral after the bodyguards' funeral. Borsellino's funeral is due to be held privately in Palermo today.

## Letters leaked

Istanbul: Letters to Turkey over Cyprus, including those from John Major and Douglas Hurd, the foreign secretary, have appeared in the Turkish press. The messages urge Turkey to seize the opportunity of the talks in New York to resolve the Cyprus problem.

## Post haste

Budapest: A multimillion pound project by Britain's Business Design Group to re-vamp Magyar Posta, the Hungarian post office, as it moves from complete state control to a competitive market was launched here.

## Line blocked

Paris: The main railway line between France and Italy remained blocked by huge mudslides resulting from two nights of heavy storms that swept across France, killing four people. (AFP)

## Zhivkov called

Sofia: Todor Zhivkov, Bulgaria's 80-year-old former Communist leader, was called as a witness in the trial of three former party leaders, charged with embezzlement and the misappropriation of state property. (AP)

## Time to pray

Ajaccio: A Corsican has designed a computerised watch to enable airborne Muslims to calculate when to say their prayers if they are travelling through time zones. Prayer times change according to sunrise and sunset. (AFP)

# Hurd joviality with Serb leader spurs German fears

FROM IAN MURRAY IN BONN

TELEVISION pictures last week of Douglas Hurd, the foreign secretary, joking with Slobodan Milosevic, the Serbian leader, have irritated German diplomats, who see Mr Milosevic as the main aggressor responsible for the civil war in the former Yugoslavia. One official said yesterday: "Britain ought to know better than anyone that appeasement does not work."

German criticism of Britain's European Community presidency emerged through leaks to German newspapers as parliament in Bonn interrupted its holiday for an emergency debate on the Bundeswehr's participation in the naval force monitoring United Nations sanctions in the Adriatic.

The parliamentary debate showed up the embarrassing contradictions in the German position. A majority voted in favour of the monitoring operation but against the involvement of German troops in any military action on land in the Balkans. The debate did nothing to resolve the constitutional argument about whether Germany ought to play a peacekeeping role in the world commensurate with its economic strength.

With Germany constitutionally prevented from playing a more active role, Britain has come under fire for failing to carry through the kind of policies the German government believes would help create peace in the Balkans and alleviate the attendant refugee problem. In particular there is German frustration at Mr Hurd's handling of the problem in his role as president of the EC's council of ministers.

Matters appear to have come to a head at the foreign affairs council in Brussels on Monday when, according to *Die Welt*, Klaus Kinkel, the German foreign minister, was so annoyed at what he saw as the wooliness of the draft resolution on Yugoslavia that, according to

Hurd visit, page 1

## Bosnians fear they have been betrayed

A threat by the international community to impose sanctions against Croatia was the real reason for a Serb triumph in northern Bosnia, Tim Judah writes from Zagreb

AN APPALLING human drama is being played out before our eyes, not just in Sarajevo but especially in northern Bosnia. The populations of whole towns are in flight, running before what will certainly be celebrated as a famous Serb victory. But concern for the refugees has served to obscure the fact that Bosnia and Croatia have suffered a dramatic defeat and disastrous change in fortune.

For the past three months Bosnian forces have scored stunning successes in the northern Bosnian region of Posavina. Only three weeks ago the crucial Serb lines of communication between Serbia, the northern Bosnian Serb strongholds and the Serb-held territories in Croatia had been cut — now Muslim and Croatian forces have been routed and are in flight.

While many refugees and Bosnian soldiers believe that they have been betrayed in a Serbo-Croat deal to partition the republic, the real reasons for the loss of Posavina are different. According to Croatian sources, the collapse came because the Croatian government was served notice by the international community that unless its regular troops and tanks withdrew from Bosnia, sanctions would be applied.

Faced with this and preparations for a big, two-pronged assault by Bosnian Serbs, a decision was made to pull out the regular Croatian troops. Without them the Bosniacs, Croats and Muslims were unable to withstand the Serb attack.

The Posavina rout has been a disastrous blow to Croat hopes of strangling Serb-held territories in Croatia from behind, and it has provoked the mass flight of Muslims from the area as triumphant Serbs consolidate their victory by "ethnically cleansing" it.

Until now Croatia has resolutely denied that any soldiers under orders from Zagreb have been involved in the fighting in Bosnia. However, the defence pact signed by



Back scrub: a worker cleans a statue overlooking Plaza de Espana in Barcelona in preparation for the start of next week's Olympic Games

## Moldavian deal shows Moscow's caution

FROM MARY DEJEVSKY IN MOSCOW

FIGHTING continued in the Transdniestrian region of Moldavia yesterday, despite a Russian-Moldavian peace agreement concluded on Tuesday in Moscow, which was also accepted by Transdniestrian leaders. Three Moldavian soldiers were reported to have been killed in the violence that erupted overnight in the disputed town of Bender.

The peace agreement, signed late on Tuesday, provides for a multilateral peace-keeping force to be sent to Transdniestria, where pro-Russian irregular forces are fighting the Moldavian army. Peacekeeping units from the Commonwealth of Independent States were sent to South Ossetia in northern Georgia this week, and reports say that fighting there has eased off.

In an undertaking which will disappoint Transdniestrian leaders, Russia specifically recognises the region as part of Moldavia. Moldavia, for its part, guarantees to respect the rights of minorities — Transdniestria is ethnically mixed: Moldavian, Russian and Ukrainian. It also stipulates that the region can determine its own future if the rest of Moldavia decides in future to unite with neighbouring Romania.

Russia's formal acceptance of Moldavia's territorial integrity continues the principle applied by Russia in its talks with Georgia on South Ossetia, where pro-Russian separatists wanted to force a change in the border. Russian officials understand that allowing a change of border to Russia's advantage in one place would open the way for borders to be changed in the opposite direction as well. In particular, it would set a precedent for the transfer of the disputed southern Kurile islands to Japan.

Yesterday, Russia's deputy foreign minister in charge of relations with Japan, Georgi Kunadze, spread an even thicker fog of diplomatic verbiage over Russia's already hazy intentions towards the Kurile Islands.

## Castro is set to dominate summit stage in Madrid

FROM DAVID ADAMS IN MADRID

DESPITE the lofty aims of the summit of heads of government from Latin America, Spain and Portugal which opens today, it is likely to be dominated by President Castro.

The summit is designed to increase political and economic co-operation among the 21 members of an emerging commonwealth of Ibero-American nations. Although it is focused on a series of projects to increase educational and cultural ties between like-minded democratic nations, attention has instead centred on the "bad boys" of the region, notably the Cuban leader, who is making only his second visit to Spain, where his parents were born.

Dr Castro is taking full advantage of the trip to attend the opening of the Olympic Games in Barcelona on Saturday and to visit Expo '92 in Seville on Sunday. He has also been invited to spend the following week touring Galicia where his parents grew up and an uncle still lives.

But it will not all be a smooth ride. Anti-Castro groups have pasted "Castro go home" stickers in the centre of Madrid and a demonstration is planned. In the face of criticism for allowing the extended visit, the Spanish government found it necessary to announce that Dr Castro's presence after the summit is not the result of an official state invitation, but one made by local politicians.

Adding insult to injury for his enemies, Dr Castro has been invited to speak in the Galician capital, Oviedo, on "the democratic crisis in Latin America" and also on "international economics".

Dr Castro's image as a charismatic revolutionary, which once held an attraction in socialist Spain, has nosedived. Cuban affairs are followed closely in the Spanish press which regularly regales its readers with tales of ideological intrigue.

Last week it was revealed that Ernesto Wong, security chief at the fortress-like Cuban embassy in Madrid, had asked for political asylum in Spain.

The defection has raised security concerns over the Castro visit. Diplomatic sources say the Cuban leader will bring his own team of bodyguards — as well as his own personal cook — and the Spanish government has prepared a bullet-proof car for him.

Only one of the options would cut Britain's budget privilege. Even after that change, money returned to the Treasury by Brussels would fall by a maximum of only £185 million in 1997, lowering the rebate by 6 per cent.

A Commission spokesman said that, because Britain had become poorer compared to its EC neighbours, the rebate should continue. British officials yesterday reiterated that any proposal to reduce the rebate's value. But yesterday the Commission made no clear recommendation and no final decision by national governments is likely before the EC's winter summit.

Two other Latin American leaders in disgrace have taken

heed of the Spanish saying:

"To Seville goes he, who deposed will be." President Fujimori of Peru, who in April suspended democratic institutions in his country with the backing of the military, announced he was unable to travel to Spain and President Pérez of Venezuela last week was prohibited from leaving his country by a Senate vote due to the unstable political situation following an attempted coup in February.

SHYING ever further away from any proposal that might inflame anti-European Community opinion in Britain, the European Commission yesterday issued three modest plans on Britain's budget rebate but left the final choice to national governments.

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• Madrid: Spain's Congress

yesterday unanimously ap-

proved a change to the consti-

tution which paves the way for

ratification of the Maastricht

treaty on European unity. The

change, the first since Spain

adopted a democratic constitu-

tion in 1978, allows citizens of

other European Community

countries living in Spain to

stand in municipal elections (Reuters)

Caracas: Carlos Andrés Pérez, the Venezuelan president, survived a motion calling for his resignation when it fell by 104-95 votes in Congress. The president mustered sufficient support from independent deputies to quash the resolution from the opposition Copei party. Had it been approved, the government would have been forced to call a referendum on constitutional reforms, including ones that would shorten the president's term of office.

Almost six months after a coup attempt, Señor Pérez has been unable to boost a low standing in the polls that has prompted at least two leadership challenges. (Reuters)

Paris: The wave of bombings began last Thursday when a huge car bomb in the upmarket Miraflores district killed 22 people and injured 250. Sendero Luminoso has not claimed responsibility for the attacks.

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Almost six months after a coup attempt, Señor Pérez has been unable to boost a low standing in the polls that has prompted at least two leadership challenges. (Reuters)

## Thieves seize fairy tale writer's treasure

FROM CHRISTOPHER FOLLETT IN COPENHAGEN



Andersen: the son of a washerwoman, his works have been translated into over 100 languages

THIEVES broke into the Hans Christian Andersen birthplace museum in the centre of the Danish city of Odense early yesterday and stole artefacts and manuscripts by the 19th-century author of fairy tales worth an estimated £380,000.

The museum said the stolen items included priceless original manuscripts of such Andersen classics as *The Little Mermaid* and *The Emperor's New Clothes*. Albums of paperbacks, drawings and sketches by the Danish author, who was also a talented artist, were taken from glass showcases as well as two pressed wild flowers from Andersen's journey to Italy in 1833-1834 and some other memorabilia.

Hans Christian Andersen was a prolific author. He wrote 167 fairy tales, as well as 47 plays, 14 novels and 23 travel books. His fairy tales, which are still popular with children all over the world, have been translated into over 100 languages.

## Review of Press Self-Regulation

Sir David Calcutt QC has been asked by the Government to undertake an assessment of how self-regulation of the press has worked in practice since the Report of the Committee on Privacy and Related Matters was published in June 1990.

# The revolution that never was

R.W. Johnson on the ANC's failure to bring South Africa to the brink

For over a month now, South Africa has been bracing itself for attempted insurrection, as ANC spokesmen have grimly detailed the "mass action" to come. But now, as the crucial moment nears, it looks very much as if the ANC's revolutionary dragon has turned into a pussycat.

There is no doubt that the original turn towards mass action and away from continued negotiations with the government represented considerable victory for radicals within the ANC. The ANC's negotiating team stood accused not only of having failed to bring home the goods from the Convention for a Democratic South Africa (Codesa), but of having almost signed an agreement that might have locked the movement into a power-sharing compromise for years to come.

Claiming inspiration from the "people power" revolutions in Eastern Europe, the organisers of the mass action drew up a four-stage plan: mobilisation starting with a one-day strike on June 16, a national offensive to run for all of July, a general strike to begin on August 3, and finally marches, strikes and factory occupations, which, combined with the sabotage of telecommunications, the occupation of public buildings and the jamming up of city centres, would enable the ANC to sweep the government from power. Some imagined mass action climaxing with an occupation of the seat of government in Pretoria, and the "symbolic" installation of Mr Mandela as president. Yet others in the South African Communist party see mass action as a way of life, a demonstrator's version of Trotsky's "permanent revolution", with sit-ins, marches and strikes forever.

Even without these surreal garnishes, the mass action programme was, from the start, pure fantasy. Attendance at the usual Soweto Day rallies and marches on June 16 was relatively sparse, and even with the stimulus of the post-Boipatong protest few believed there was much popular appetite for marches and strikes. The South African economy is shrinking for the third consecutive year. The gold price is low, the housing market is woe-begone, agriculture has been decimated by drought, and manufacturing — where everyone assumes the country's future lies — has fallen back badly, with a net 4.7 per cent decline in output since 1989. When a general strike of two or three weeks' duration was announced, many simply shook their heads at the impossibility of the thing. Quite clearly, the only way to organise such an event would be by massive intimidation in the townships — which would be bound to trigger large-scale violence, with the ANC and the unions wrongfooted and on the losing side.

But the radicals were in the driving seat, much to the anxiety of ANC moderates. A striking



Climb down: Mandela backed away from conflict

index of the radicals' ascendancy came with the front-page headline attack on Jacob Zuma, which in effect accused him of betraying ANC political prisoners still in jail, most notably Robert McBride, who blew up a snack bar, leaving several killed and maimed. McBride's father has resigned from the ANC in disgust at his son's abandonment, and the campaign for his release is now apparently being financed not by the ANC but by the IRA.

The attack on Zuma has a double significance: not only is he a moderate, he is also the only Zulu in the ANC high command.

Belatedly realising that the whole mass action campaign might be a disastrous flop, even the Communist leader, Chris Hani, began to back off: mass action, he announced, was "the strategy of the weak and powerless", and "insurrection was not an option". He appealed to the government (still "the authority in the country") to defuse the situation, adding that good things had been achieved at Codesa. A similar assault of cold feet began to grip the unions, with many grumbling at Jay Naidoo's headstrong leadership.

Suddenly the planned general strike was reduced from two or three weeks to one. The unions then met the employers' organisation, and almost immediately announced — to the employers' visible surprise — that they were close to agreeing to limit the strike to a single day. Meanwhile, at the United Nations, Nelson Mandela failed to win Security Council endorsement for the ANC's claim about the de Klerk government's complicity in the Boipatong massacre — and back towards the negotiating table. Accordingly, from Paris, Mandela simply announced that the general strike would last one day, adding that this was "a victory".

The result looks likely to be a repetition on a larger scale of the recent fiasco over the attempted renewal of the sports boycott, when the ANC had to beat a hasty retreat under cover of solemn phrase-making and ritual remarks about peace and democracy. Now it looks as if the ANC will effectively declare August 3 to be an extra public holiday, and the employers and churches will be brought in to consecrate the event with declarations in favour of peace, democracy, motherhood and apple pie. Meanwhile, other mass action plans have taken on a deliberately theatrical air, with the staging of mock-trials of de Klerk, Buthelezi and so on.

The country's relief as it draws back from the brink will be too deep for many to want to laugh out loud at this denouement, but South Africans like a good joke, and as the ANC heads back towards the conference table, there will be the sound of muffled chuckles from many a *braaiwiet*.

The dustman, though he do

not lightly turn an enigma from him into something described as a car that is either a biplane or a boat. He is a rare communicator in writing: it is the dustman, being more at home in the verbal field of skirmishing over loose lids and spilled contents. So we are taking notice, having been in receipt of a letter from said dustman.

I say that and at once regret it as giving the impression that the dustman scribbled something on a discarded biscuit packet and shoved it through the door. In fact the hand-delivered letter is from Direct Services, and it is not too impersonal: it is also from M.S.G. Howe, I.Eng., F.S.C.E.T., A.M.I.W.M., Direct Services manager. A

highly qualified man, then, a man of many full stops, a man of Institute of Association, a Fellow, I shouldn't wonder. If it is a man, I have not myself found that out, which is by way of approaching the point.

The letter says in the most polite terms that the dustman is "experiencing difficulties" in collecting our refuse, due to the overgrown state of the hedges down our lane. Mr Howe would be obliged if we could cut back the hedges, or mention the owner of the lane, who is not any of us, would have to be approached. But somehow, what with one thing and another, we never quite got around to electing a delegation. We knew, without having to say so, that somehow it would all be sorted out.

We knew, in short, that one of the women would do it.

Two of them, as it turned out, the lady at the top of the lane. I discovered this by use of the standard corporate executive approach. Having decided that I was undecided, I waited a day and said to my wife: "Have you seen them about this business of the lane yet?" Note that "yet", with its implication that if she had not seen them, what the devil was the cause of the delay?

Tomorrow the dustmen arrive. Today there is every hope of a lane-strimming operation. If this hope proves false, we the men shall know who to blame. We made ourselves clear. Do not expect us to shoulder a bin. Round here, the women wear the shoulder pads. And the men know why.

Cant and hypocrisy sour middle-class perception of tabloid revelations, writes Matthew Parris

## Why pops are the tops

ite radio serial *Mrs Dale's Diary* was common, the implication — that the taste was that of the masses — was damning in itself. One needed only to know that something belonged to the ordinary people to conclude that it was somehow disgraceful. One could say so without embarrassment. One was not obliged to invent some additional defect.

That has changed. It was changing even when I was a child. It was not my parents' attitude. But I remember that my mother stopped me from reading an overseas edition of the *Daily Mirror* in a doctor's waiting room in Nicosia in the mid-times. She said it was a "dirty" newspaper. She had ceased to use her mother's word "common".

Today many of us move in a society almost as separate from the common people as our grandparents', but it is one in which one does not boast about dislike of the other half. To suggest that they are worthless, or of less worth than our own type of person, or less capable of reasoned judgment, would be considered eccentric or rude. To

catch yourself thinking it would make you a little ashamed. It is not a sentiment you would express.

But I wonder whether there does not remain a suppressed reserve of simple disgust for, or even fear of, the common people? And I believe that attacking the tabloid newspapers has become a way — perhaps the only acceptable way — to show these feelings. My thesis is that *Sun-bashing* is the last politically correct manner in which modern liberals may express hatred for the working class.

It is presented very differently: not as a vendetta against the tabloids, still less their readers, but as a reasoned and constructive plea for new rules. Of course it is no such thing. No such proposal has ever advanced beyond the soup course at dinner, for this obvious reason: if telling us about Mr Mellor's life is an invasion of his privacy, why isn't every report on the crimes, delinquencies or peccadilloes of ordinary citizens not an invasion of theirs? Why should their names be revealed, their photographs printed? In this morning's *Daily Telegraph*, you

can read a hundred true stories the publication of which will shame, disgrace or humiliate the humbler citizens who are involved. Are we to establish some spurious "public interest" in naming them, in every instance? The case falls within 30 seconds of its construction.

But dinner-table democrats never seriously try to construct it — which in itself is indicative. "Something ought to be done" is as far as they get, for practical reform is not their motive. They want to tell you, and remind their friends and reassure themselves, of the contempt in which they hold the mass of their countrymen.

But you can't do that these days. You see — not in so many words. So you do it in code. You attack your countrymen's newspapers. And you make it very clear (perhaps you dimly remember from student days the Marxist theory of the false-consciousness of the masses), but you do not for a moment suppose the people's newspapers to be worthy of the people. Oh no. They do not reflect their readers in any way: doubtless they demean them. It is just that,

by some quirk so far unexplained, their readers seem to choose them from the news-stand. Let us not dwell on that.

So you see how the attack that we educated and progressive-minded people make on *The Sun*, far from being intended to insult its readers, is really just our way of telling them we think they deserve a whole lot better than the paper they've got...

Yes: pull the other one too. Do you detect, in the latest round of pillorying of the popular press, a slight but unmistakable flavour of *ritual*? In Quito, in Ecuador, on New Year's Eve, good people line the streets — and string the lamp posts — with life-size paper-mâché human dummies of the sins and curses they hold in hatred or shame. At midnight, the crowd sets fire to them, lunging at them with sticks and screaming hysterically at them. Another ritual.

I wonder whether attacking our popular press is the liberal élite's way of acting out its own fear and dislike of the common people? In burning *The Sun*, are we not burning its readers in effigy? And, indeed, its readers include us, its detractors. Are we not also burning in effigy some part — perhaps denied and carefully suppressed — of ourselves?

## Seeing is disbelieving

Bernard Levin hails the magical genius of Magritte



Darling double-take: Magritte's 'Clairvoyance' (1936) at the Hayward Gallery until August 2

dence that so many cartoonists picked up Magritte themes (significantly, not just comic cartoons but political ones as well) at about the time the exhibition opened.

His imagination is so powerful

that it almost swamps the rest of him; you could go round the show, hypnotised, without realising what a supreme draughtsman he is. Look at *Clairvoyance*, reproduced here, and try for a moment to forget the content — the dazzling double-take in the picture — and just look at the workmanship. Self-portraiture is usually better left to the old masters, staring (and finishing, too, come to think of it) at Magritte, but no one could look at this immaculately dressed and coiffed figure and not realise

at once that it is the artist himself.

There are not many self-portraits in his work, and he made two notable comments on the practice. The first is the famous picture (not in the exhibition) of the man standing with his back to the viewer and looking into a mirror: the reflection is also his back. The second (alas, not on view in London either, though it will be in New York when the show gets there) is the enchanting figure of the tall man smartly dressed in overcoat and bowler hat, whose face is entirely obscured by an apple. There is a double joke in it: Magritte had been asked by a collector to paint a self-portrait as a commission, and this is what the Mæcenat got for his money.

(*Damnation take it — the scissars are back in the catalogue.*)

Much of Magritte's work is inexplicably mysterious, though almost wholesomely: take No 41, titled *Les Amazons* (his titles are not to be trusted — many must have been deliberate spoofs), in which two figures are kissing, though each of their heads is entirely wrapped in a cloth. Somehow the imagination carries the viewer along, never stopping long enough to be disturbed, which is why I was sad when I saw those unsmiling faces.

I am no great admirer of Dali, but by no means only because as a man he was so awfully in every way (you would wash your hands of a quare of the world's greatest

artists if you inspected their mortals rather than their works). No one could deny his genius, and certainly as a draughtsman he was superb, plainly greater than Magritte; Dali too had his icons, such as the melting pocket-watch, but if you put a Dali canvas and a Magritte side by side in your mind's eye, you will immediately realise that the real comparison is the quality of the two humanities. It is unlikely that Dali ever experienced love, except for himself; however shivery Magritte can be, it is clear that he never lost touch with his soul. If you think that is too elevated a comment, go and look at No 54. It has a room to itself, and I greeted it not just with a smile but with a shout of laughter, alarming the custodians no end. I trust you will do the same.

One of my favourites in the exhibition is No 111; the most splendid of the night/day scenes. The two sections of the picture are almost exactly the same size, and it has an extraordinary power, making the viewer's eye swing up and down, each time trying to settle on one half, either the lovely sunny sky or the wonderfully dark buildings with its faint street-lamp. The surreal nature of the painting is obviously the first response we have, but as soon as we have absorbed it, we move on to the astounding bisection, and discover the warmth in what at glance might be thought cold.

There is an essay by Hermann Hesse in which he implores his readers, next time they go to an art exhibition, not to go round the show but sit in front of one picture only "I promise you," says Hesse, "you will gain, not lose." Perhaps a counsel of perfection, but if anyone feels tempted to try Hesse's advice I would suggest No 111 for the experiment.

I found the show an uplifting experience, and I would urge anyone thinking of visiting it to approach not with suspicion or foreboding, but with gaiety. I bet he did a lot of laughing. Anyway, this is not a pipe (though it may be a pair of scissors).

TV programme, *France: Behind the Myth*, the arm was stolen from the convert by a general who left it in Malaga when the city was ransacked by Franco's nationalists. Carmen Franco, his daughter, told Dimbly: "At the start of the war, the general who led the troops into Malaga sent a case to my father. Inside was some jewellery and the relic. My parents carried it everywhere. They even took it on summer holiday."

### Spy plain

THE prime minister's decision to retain Sir Colin McColl as head of MI6 beyond his planned retirement date has caused a "certain amount of disappointment" among members of the espionage fraternity who had hoped for promotion with his departure.

McColl was due to step down on his 60th birthday in September, but this week Major announced that he will remain the nation's spymaster for another two years, and gave him specific responsibility for assisting in the legislation that will put the agency on a statutory basis for the first time in its 80-year history.

Staff feel that McColl did not do enough in Whitehall to promote the internal candidate mooted as his successor, and so blocked rare opportunities for promotion in SIS. "It is not that Sir Colin wanted to stay on, but he seemed to assume that everyone else in Whitehall was aware of his chosen successor. They were not," says a source. Fearing a vacuum, Whitehall felt the only safe option was to ask McColl to stay on while the Secret Intelligence Service Bill goes through parliament. The successor, of course, remains a secret. Although Major recently named McColl in the Commons, such openness has yet to spread down the ranks.

...and moreover

PETER BARNARD

Only rarely does the dustman deliver rubbish. The postman, he is another matter. He will deliver rubbish with a cheery wave and a smile, he will traverse the muddy lane and the new-laid gravel path in all the weathers John Kettley ever dreamed of. He will do this even though he can tell from the envelopes, announcing as they do their unique money-off contents and their unpredictable opportunities to win £2,000 a month for life, do not throw this away... he can tell that such a missile will all too shortly be divided into its component parts and recycled via the four-year-old, for purposes of constructing unrecognisable objects and, eventually, via the dustman for land-infill.

The dustman, though you do not lightly turn an enigma from him into something described as a car that is either a biplane or a boat. He is a rare communicator in writing: it is the dustman, being more at home in the verbal field of skirmishing over loose lids and spilled contents. So we are taking notice, having been in receipt of a letter from said dustman.

I say that and at once regret it as giving the impression that the dustman scribbled something on a discarded biscuit packet and shoved it through the door. In fact the hand-delivered letter is from Direct Services, and it is also from M.S.G. Howe, I.Eng., F.S.C.E.T., A.M.I.W.M., Direct Services manager. A

### Storm forecast over island

AS David Mellor attempts to ride out the storm over allegations about his private life, the BBC has left open the question of whether to cancel the broadcast of the minister's pre-recorded appearance on *Desert Island Discs*. The programme, recorded last week with Sue Lawley, is due to go out at Sunday lunchtime. Should Mellor have resigned, the BBC faces a serious dilemma: much of the programme features the castaway discussing his job and talking enthusiastically about his plans for the new heritage ministry. More embarrassing, however, is a section where Mellor talks about the sanctity of the law.

BBC executives are acutely aware that every word will be dissected to try to heap further vitriol upon the minister. Publicly, the corporation is insisting that it has no plans to drop the programme at the moment. "It is scheduled in the current issue of *Radio Times*," was the stock reply from a spokesman. Privately, however, contingency plans have already been made for an appearance by screenwriter Alan Bleasdale to be brought forward.

Circumstances were certainly different last week, when Mellor arrived at Broadcasting House, flourishing a bottle of Veuve Clicquot champagne a present for Lawley's birthday. The pair, who are near neighbours in Putney, drank it in the studio after the recording as if the minister had not a care in the world.

As devotees of the world over know, the coquettish three little maids in *The Mikado* came from a ladies' seminary in the fictional Japanese village of Titipu. Modern day residents of Chichibu,

however, are so convinced that their town is the real setting for the *Gilbert and Sullivan* opera that they have sent two cultural ambassadors to London this week to lay their claims before the D'Oyly Carte company. Professor Shinichi Miyazawa and Yasushi Tsukagoshi believe the name is an English derivation chosen by Gilbert to hide the town's true identity. "There is no doubt that the 1884 riot by silk farmers in Chichibu would have come to the attention of Victorian England and W.S. Gilbert when he was writing the opera," says Miyazawa. If the claim is accepted, the D'Oyly Carte company may find they are packing their bags for Chichibu in the near future on the express invitation of the mayor.

### Swan upped

ONE OF the quainter offices of the British establishment, the Garter Principal King of Arms, is to change hands. Dr Conrad Swan, the York Herald of Arms, is due to take over the top post at the 500-year-old College of Arms from Sir Colin Cole in October.

Swan, 68, who has been one of the 13 officers of the college for 29 years, will become the man who approves titles and coats of arms for all new peers of the realm. But that, Swan is eager to stress, is

only part of his work. "As members of the Royal Household we also record genealogies, and have the task of organising state ceremonies." Swan already has some experience in such matters. He organised the seating arrangements for 3,000 guests at the funeral of Winston Churchill. "It took several years to organise. Although we never talked to Sir Winston, he had put forward his views on the choice of hymns."

Unlike Sir Colin, Swan is happy to talk about his work. He will move into the office in Garter House within the college, but will continue rearing ornamental pheasant and waterfowl at his home in Sussex. "I shall still want to find time for my birds," he says.





## SADDAM DEFIANT

Throughout the long build-up towards military action to force Iraq out of Kuwait, President Saddam Hussein skilfully exploited the West's preference for a peaceful settlement. Since his defeat in battle, he has repeatedly tested the outside world's readiness to enforce the terms of the ceasefire laid down in UN Security Council Resolution 687. A year ago, he still took the threat of a further military strike seriously enough to give way each time, enabling UN inspectors to start destroying Iraq's capacity to manufacture weapons of mass destruction. Now he believes that he can defy the UN, and the Western members of the alliance, with impunity.

Iraq's violations have become so systematic that they must be understood as a deliberate policy of exposing the impotence of the wartime coalition, and of the UN through which it has operated. Just as he advertised publicly his intention of overthrowing Kuwait, so he has had his foreign minister, Ahmed Hussein, notify the security council in writing that Iraq considers that it has completed compliance with its demands. He insists that sanctions be lifted, and will otherwise regard "compliance" and "non-compliance" with UN resolutions as one and the same. In other words Iraq defies the council to do its worst.

Saddam has, as usual, tested the ground first. Since April, Iraq's airforce has resumed fixed-wing flights in direct breach of Resolution 687. When America, France and Britain complained but failed to take Iraq to the security council, Saddam was emboldened to reject the legal boundary between Iraq and Kuwait charted by a UN commission, withdraw Iraq's participation in its work and resurrect Iraqi territorial claims against the United Arab Emirates, which he had bound Iraq to renounce in perpetuity.

He has stepped up military operations against Iraqi refugees in the southern marshes, even poisoning local water supplies, and sent his agents into the "safe havens" in northern Iraq to attack UN guards and relief staff. Last month, Iraq refused to renew its memorandum of understanding with the UN on humanitarian

operations and has stopped issuing visas to UN relief personnel. The UN relief operation throughout Iraq is now in disarray and could soon be compelled to stop.

Now he has forced on UN inspectors a humiliating retreat from the agriculture ministry in Baghdad, which they suspect to be harbouring documents bearing on Iraq's nuclear, biological and chemical weapons programme. For 17 days, while they sat outside the building demanding access, the inspectors were surrounded by organised mobs, abused and spray-painted. Their cars were stoned and Iraqi cars driven straight at them. Iraq's ambassador to the UN mocks the West, claiming that "a bomb or two" will not change the fact that the outside world can do nothing without his government's permission.

Clearly remonstrations by the president of the security council are an insufficient response to these taunts. The three main Western members of the Gulf coalition, Britain, America and France, are consulting together, each insisting that Iraq will this time be made to back down and that force has not been ruled out. Air power is available to knock out installations already marked for destruction by the UN inspectors, and to compel Iraq to ground all aircraft. But to use it would be little more than the continuation of this cat-and-mouse game by other, more terrible means. More important is to demonstrate that the West has a strategy that goes beyond sporadic reaction.

It should begin by tightening the economic blockade which so far has not prevented Iraq from importing the spare parts it needed to rebuild much of its infrastructure. Iraq scoffs at sanctions because they hurt the poorest without affecting Saddam's henchmen in the party and army. Emergency supplies are actually being withdrawn from northern Iraq; this must be reversed, and the "safe havens" made safe again. And the political opposition to Saddam, which has formed a coalition of Kurds, Shias and Sunnis and can now claim to be truly national, deserves energetic Western recognition and support.

## MERCENARY MINDBOGLERS

There are management training courses and management training courses. *The Times* recently enrolled one of its reporters, Ray Clancy, on a course run by disciples of Werner Erhard, a pioneer of high-pressure personality manipulation more commonly associated with new religious cults. She emerged intact, as readers will have noted from her spirited reporting of the experience.

But she saw people undergoing "bouldering" and other kinds of emotional trauma that have no place in respectable management practice or sound psychological counselling. The training sessions were a potent brew of arcane philosophy, smooth salesmanship, amateur psychiatry, psychological brow-beating and New Age mysticism. Such techniques prey upon human suggestibility and are designed to induce dependency, confusion and self-doubt.

There is a growing body of evidence that manipulative pressure like this, without proper checks and safeguards, can lead to long-term stress, nervous breakdown or clinical depression. Even when a course appears to have "succeeded", from the point of view of the course organisers, family and friends are often disturbed by mysterious changes in an individual's personality. Not surprisingly, many psychiatrists are alarmed by the damage such training can do.

Some courses are open at a price to private individuals, who can find them addictive. Once people have been convinced by a plausible line of patter that their personality suffers from some unspecified psychological flaw, they can then be persuaded that a complete cure will require a further course. They also come under pressure to bring friends and relations with them next time (for additional fees).

Even reputable companies use such courses. Employees must attend under

compulsion and are thus under pressure to co-operate with their course supervisors. To force employees to expose themselves to a serious risk of psychological harm, perhaps on the understanding that they might lose their jobs if they protest, is an abuse of power by an employer. Sooner or later one of them is going to be liable for an award of heavy damages, just as if employment had resulted in physical rather than mental injury. Until then, there is no obvious legal way of curtailing such abuses. Nonetheless publicity, such as that in *The Times* this week, can be a highly effective remedy.

Yet managers still need training, and British managers are becoming aware they need it more than most. This explains the success of *bona fide* training-course organisers, whether freelance or working for one company, who can genuinely improve the happiness and efficiency of employees while benefiting company profits. Such courses use no coercion and invade no private space, while respecting the individuality and dignity of those who attend.

Personnel managers, nowadays often renamed human-resource managers, have a clear professional duty to weed out high-pressure operators. They should insist on inspecting all course literature, satisfying themselves that there are no hidden agendas and that no unusual behaviour is demanded from those taking part. They should require convincing evidence of professional training and proper qualifications from those who run the courses. They should listen carefully for feed-back from those who have attended such courses, and attend them themselves where practicable. They should be sceptical of exaggerated claims for what such courses can achieve. Above all employers must consult their employees, and make their participation truly voluntary.

## WORKING THE RIVER

Has London neglected the six-lane highway that runs through its centre? This is a route that suffers no parking problems, produces little noise and hardly any air pollution. Traffic moves freely with no rush-hour congestion. The potential of the Thames is enormous, according to a new report from the London Rivers Association. But as a working river, it is sadly under-used.

The report points out that freight moved by water uses just 20 per cent of the fuel guzzled by land-based transport. Boats also emit less pollution into the air. The French government is developing its waterways because it has calculated that water transport is 40 per cent cheaper than rail and a third of the cost of roads. Certainly the river itself is free, though docks and wharves cost money and boats are more expensive to buy than mass-produced lorries or buses.

The LRA also laments the poor use of the RiverBus, which plies its way from Chelsea Harbour to Greenwich. It is currently under a three-month reprieve, supported by the administrators of Canary Wharf and a consortium led by the London Docklands Development Corporation. But like its predecessors, it has found profits elusive.

Every few years, the cry goes up: why don't Londoners use the river more and their cars less? The answer is that for commuters, the sums and the miles rarely add up. Most people do not live or work near the river. To commute by RiverBus, they need to make three journeys: one to the pier, a second along the river, and a third back inland again. The watery part of their journey would not be much faster than other means of transport — though there are no traffic jams

on the Thames, there are wash limits which force the boats to slow down.

Economics dictate that the boats ply their trade only every 20 minutes. And if the weather is cold or wet, the journey is not much fun. A RiverBus trip is also expensive: £2.80 from Chelsea Harbour to the West End. Boats cost eight times more than buses to buy, and they need a crew of two for safety. Maintenance costs are high. Without full boats the service cannot make money.

The Riverbus has managed to double its passenger numbers in the past year. This may be partly due to the increased number of offices and homes near the river. Many wharves in East London in particular have been redeveloped for commercial and residential use. But the London Rivers Association complains about this: "The LRA believes that the value of the Thames goes beyond being simply a honeypot for tourists or backdrop to luxury development." The LRA wants more functioning wharves to deal with freight rather than the Butler's Wharf type of development that draws tourists, office workers and new residents.

Yet the latter is precisely the sort of change of use that could one day make a RiverBus service viable. True, many of the new offices and flats are still empty. Eventually they will be filled. Once more Londoners start to live and work near the Thames, they will be tempted to use the capital's main artery for their commuter journeys. If London has to choose between more freight or more passenger journeys down the Thames, most residents would choose the latter. Better a beautiful Butler's Wharf on their doorstep than a cement handling pier.

## LETTERS TO THE EDITOR

1 Pennington Street, London E1 9XN Telephone 071-782 5000

### Disappointment and anger over university pay decision

From the Principal of Queen Mary and Westfield College

Sir, I write, more as an erstwhile professor of public law interested in the exercise of government power than as a member of the Committee of Vice-Chancellors and Principals, to draw attention to the government's bizarre intervention in the pay settlement for university teachers and administrators (reports, July 13, 17, 22).

Each year the government holds back a portion of the grant to the funding council to be released if and when the Secretary of State is satisfied that the proposed pay award contains a sufficient element to be distributed on a discretionary basis by university management.

The government has now decided that it will not release the £24 million withheld because the agreement reached between the university employers and the union exceeded the settlements being made elsewhere. Moreover, arbitration, which is provided for under the procedures

has been rejected by the government. Yet successive secretaries of state, year after year, have insisted that the overall settlement was entirely a matter for the universities and had nothing to do with the government.

Universities were free to decide how much they could afford to pay their staff within the total resources available to them.

The complete reversal of this policy was unheralded. Presumably, although the agreed settlement would not cost the government a single pound extra, this decision is being used to demonstrate its even-handedness and its determination to keep pay increases down.

This decision betrays university staff who under this government have fared badly, have seen their working environment decline sharply, and yet have done so much to secure the implementation of the government's policy on higher education.

The decision has caused deep disappointment and anger.

The exercise of government power should be measured, restrained and

### Paying tribute to Haile Selassie

From Professor Emeritus Edward Ullendorf, FBA

Sir, July 23 this year marks the centenary of the birth of the late Emperor Haile Selassie of Ethiopia. Born in 1892 into the quasi-medieval polity of Emperor Menelik, appointed regent in 1916 in the diary with Menelik's daughter Zawditu as empress, he was crowned, on the latter's death, in 1930, as emperor and ruler in his own right: thus from 1916 until his deposition in 1974 and death in 1975 he bestrode the land in a manner unmatched by any of his predecessors during the past two millennia.

Throughout the first phase of his rule, from 1916 until the fascist invasion in 1935-6, Haile Selassie was far in advance of even the most enlightened elements in his country, and what resistance there was to his stewardship came from people who considered that his programme of reform was too fast and too radical.

In the second phase, from the restoration in 1941 until the middle of the 1950s, there was a high degree of equilibrium between the ruler and his subjects, while the third and final period ushered in an era of increasing turbulence among the young urban intelligentsia, frequently aided and abetted by elements and ideologies which had grown far from the native soil of Ethiopia.

By the late 1960s and early 1970s the portents of impending and necessary change had for some time been writ large over the twilight horizon of Haile Selassie's long reign: but few had expected that change to be as cataclysmic as it turned out to be.

The undermining of Western confidence prepared the emergence of Mengistu Haile Mariam's murderous regime whose 17-year dictatorship marked the nadir in the long history of the country which he had tortured to fragmentation and famine. When Mengistu was on the verge of defeat he fled the country he had virtually ruined and took his ill-gotten gains into exile — in contrast to Haile Selassie, who had stood his ground and had not (despite all the rumours and innuendoes) "salted away" any funds.

The centenary of Haile Selassie's birth is an appropriate occasion to pay tribute to the truly charismatic personality of the late emperor.

There is no doubt that he had made mistakes and errors of judgment in the declining years of his reign, but the time is overdue for a fair and dispassionate assessment of his achievements.

Many in this country and elsewhere who were his friends will remember this great king and their thoughts will also be with his two surviving children, Crown Prince Asfaw Wossen and the courageous Princess Tenagnework.

I am, Sir, yours very truly,  
EDWARD ULLENDORF,  
4 Bladon Close, Oxford.

July 22.

Trade with Japan

From Mr William Eddis

Sir, It is interesting that all your letters on Japan's place in the trading world (July 18) come from academics. As one who has worked for many years in both Japan and the UK to develop successful business between our industries, it is clear to me that the various cultural advantages that Japanese industry has are balanced by disadvantages.

Where they have excelled is in learning the lessons of our own (and American) business management theory, and putting them into action, not dogmatically but with the necessary attention to detail and effectiveness.

We are now confronted with learning back from them what they have previously learnt from us. Japanese investors in the UK buying successfully from British suppliers tell me that the best we can achieve matches anything available elsewhere — when they can find it. But their suppliers, or British companies exporting successfully to Japan, tell me of the severe demands of the market and of the adaptation required within the company to be successful.

The result is companies better able to compete in all markets with a secure future. The Japanese are giving us a second chance. We cannot afford to fail this time.

Yours faithfully,  
WILLIAM EDDIS,  
56 Garendon Green,  
Loughborough, Leicestershire.

July 20.

South African violence

From Mr Maritz Vandenberg

Sir, By using the phrase "pro-democracy demonstrations" to describe the near-insurrectionary uprisings being organised in the black townships of South Africa, the Reuter report from Johannesburg ("De Klerk scraps hated army battalion", July 15) is being careless with words.

Allow me to remind your readers that the far-left thinkers within the ANC planning and fomenting these destructive events use the term "democracy" in the same specialised sense as did the recently deposed leaders of Eastern Europe. Their plans for the new South Africa bear little resemblance to anything most British would recognise as democratic.

Yours faithfully,  
MARITZ VENDBERG,  
21a Gwendolen Avenue, SW15.

July 15.

Sports honours

From Mr Geoffrey Goodman and Mr Michael Parkinson

Sir, We noticed with pleasure and admiration the award of an honorary Master of Arts degree to Gary Lineker from the University of Leicester. This is to be applauded.

We also noted your rather snippy remarks (leading article, July 17) about these awards of honorary degrees to the lesser lights of our national community.

May we point out that there are sporting heroes who meet the most stringent requirements in terms of national achievement yet who have not been recognised by our country.

One such person resides in Australia. He is 87 years old. He was arguably the greatest fast bowler of

all time. He was also an athlete who came close to splitting off Australia from the Empire/Commonwealth because of bodyline bowling in 1932-3 and, without doubt, the only cricketer to cause an emergency meeting of the cabinet.

Of course we refer to the immortal name of Harold Larwood, at present living modestly in Australia and without an honour from his native country. No sporting figure in our time is more deserving of an honour than Mr Larwood.

Yours etc.,

GEOFFREY GOODMAN,  
MICHAEL PARKINSON,  
Savile Club, 69 Brook Street, W1.

July 17.

Sports letters, page 25

Letters to the editor should carry a daytime telephone number. They may be sent to a fax number — 071-782 5046.

Business letters, page 21



## COURT CIRCULAR

BUCKINGHAM PALACE  
July 22: The Queen held an investiture at Buckingham Palace this morning.

The Rt Hon John Major, MP (Prime Minister and First Lord of the Treasury) held an audience of the Queen this evening.

The Duke of Edinburgh attended a dinner at Hampton Court Palace this evening, to mark the tercentenary of the foundation of Courts and Company.

Mr Brian McGrath was in attendance.

The Duke of York attended a dinner at Hampton Court Palace this evening, to mark the tercentenary of the foundation of Courts and Company. The Duchess of York was also present.

Captain Neil Blair, RN was in attendance.

CLARENCE HOUSE  
July 22: Queen Elizabeth The Queen Mother today visited the East of England Show at Peterborough.

Dame Frances Campbell-Preston and Sir Alastair Aird were in attendance.

KENSINGTON PALACE  
July 22: The Prince of Wales this evening attended a dinner given by the Rt Hon John Major, MP (Prime Minister and First Lord of the Treasury) at 10 Downing Street, London SW1.

KENSINGTON PALACE  
July 22: The Princess Margaret, Countess of Snowdon this evening attended a dinner at Hampton Court Palace to mark the tercentenary of the formation of Courts and Company. Lady Aird was in attendance.

THATCHED HOUSE LODGE  
July 22: Princess Alexandra was represented by Major Sir Peter Clarke at the service of thanksgiving for the life of the Earl of Iveragh which was held in St Margaret's Church, Westminster today.

BIRTHDAYS TODAY

Sir Nicholas Barrington, diplomat, 58; Mr Dallas Bower, television producer and director, 65; Sir Alastair Down, former chairman, Burmah Oil Company, 78; Mr David Essex, singer, 45; Mr Michael Foot, 79; Mr Graham Gooch, cricketer, 39; Mr A.C. Graham, headmaster, Mill Hill School, 60; the Rev Betsy Haworth, former Church Estates Commissioner, 68; Mrs Ellen Hudey, writer, 85; Sir Charles Kersulib, President of the Tyneval, Isle of Man, 75; Mr Danny La Rue, entrepreneur, 55; Mr Clive Rice, cricketer, 43; Sir Richard Rogers, architect, 59; Professor Andrew Rutherford, warden, Goldsmiths' College, 63; Mr Richard Seary, QC, former chairman, The News Corporation, 61; Sir John Stokes, 75; Mr Peter Tait, former test pilot, 71.

### Latest wills

Vice-Admiral Sir Richard Miles Smeaton, of Shamley Green, Surrey, chief executive of the Society of British Aerospace Companies, left estate valued at £261,178 net.

Miss Mary Frances Rose-Boughton, of Ludlow, Shropshire, joint master of the Ludlow hunt 1952-73, left estate valued at £2,966,718 net.

Mr Alan Colin Campbell Orde, of Newbury, Berkshire, pioneer pilot, 75; Mr Hubert Grandval and the Mexican Ambassador by Señora Sepulveda. Among those present were:

The Countess of Iveragh, Lady Eman Guinnes and Lady Louise Guinness (daughter), Mr and Mrs Eddie Parsons-Smith, Mr and Mrs Patrick Viscount Boy of Mortara, Lady Agnes, the Earl and Countess of Lismore, the Hon Alan and Mrs Hart.

The Duke of Atholl, the Duchess of Atholl, the Duke and Duchess of Atholl, the Duke of Buccleuch and the Earl of Onslow, Viscount and Viscountess Boy of Mortara, the Earl and Countess of Lismore, the Hon Mrs Charles Prosser, Mr and the Hon Mrs L. W. Finch and Princess Nichola von Preussen, Princess and

Miss Michael Hutchinson (Iveragh

Inner Temple  
Mr Michael Howard, QC, MP, has been elected Master of the Bench of the Inner Temple.

DEATHS

BAILEY - On July 20th, at London, New York, and London, a son, Alexander.

BINGGS - On July 18th 1992, to Jamie (de la Costa) and Richard, a son, Thomas William Bingley.

CHRISTIE - On July 21st, to Andrew (de Woodthorpe) and Andrew, a daughter, Olivia Sarah Christie.

CRUTCHLOW - On July 21st 1992, to Stephen (de Tamby) and Julian, a daughter, Constance Grace Lavigne.

DESLIE-SMITH - On July 22nd to Mabel (de Hector) and Alister, a son, Maurice Philip.

FURBY - On July 21st, at Queen Charlotte's Hospital, to Muriel, a daughter, a son, Matthew and James, always remembering Muriel.

GREEN - On July 16th, to Sir John (de Schoolmeijer) and Richard, a brother, Geoffrey, a brother, to William, Harry and John.

HORSTON - On July 17th, at the Royal Hospital, North Wootton, to Alister, a daughter, a son, Maurice.

GHAFKAR-PARKER - On July 9th, to Elizabeth and Alan, a son, George, a son, a son, for Matthew and James, always remembering Muriel.

LOCK - On July 20th, to Helen (de Hayward), wife of George.

MEDIAN - On July 21st 1992, at Nairobi Hospital, Kenya, to Kene, wife of Michael (de Stockdale) and Greene, a beautiful daughter, Elizabeth.

NEARY - On July 21st at the Royal Hospital, North Wootton, to Alister, a daughter, a son, Maurice.

LEITCH - On Friday July 17th to Mabel (de Webb) and Peter, a daughter, a son, Maurice.

LEIGHTON - On June 24th, to Christopher and Ian, a son, a son, for Michael (de Webb) and Peter, a son, Maurice.

LOCK - On July 20th, to Helen (de Hayward), wife of George.

MEDIAN - On July 21st 1992, at Nairobi Hospital, Kenya, to Kene, wife of Michael (de Stockdale) and Greene, a brother, a son, Maurice.

PONTZ - On July 16th, at The Portland Hospital, to Jennifer (de Stark) and Paul, a son, Christian Hollister, a brother, for Alexander.

REDFERN - On July 21st 1992, to Caroline (de Tigray) and David, a son, Oliver James Gullifer.

SCOTT - On July 19th 1992, to Michael (de Blaikie) and Christopher, a son, Nicholas Charles, a brother for Alexander.

THOMPSON - On July 15th, at St Thomas's Hospital, to Valerie and Ian, a son, Louis Alexander.

VARCOE - On July 15th, to Cedilia (de Smiley) and Tom, a son, Louis Alexander.

WOLPERT-GRASSI - On July 20th in Florence, to Jeanne and Gianni, a daughter, Katherine.



David Putnam, the film producer, and Diana Rigg, the actress, who were awarded honorary degrees of doctor of letters by Leeds University yesterday. Other honorary degrees were conferred upon Prince Sadruddin Aga Khan, Mr Raymond Head, Mr Christopher Mowll, Lord Merlin-Rees, Miss Fanny Waterman, Sir Charles Frank, Professor Stephen Jay Gould and Professor Dan McKenzie

## Memorial service

### The Earl of Iveragh

Princess Alexandra was represented by Major Sir Peter Clarke at a service of thanksgiving for the life of the Earl of Iveragh held yesterday at St Margaret's Church, Westminster Abbey.

Canon Donald Gray officiated, assisted by the Rev Paul Ensor and the Rev Roger Holloway who led the prayers.

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## OBITUARIES

## GERHARD BOHNER

Gerhard Bohner, German dancer and choreographer, died in Berlin on July 13 aged 56. He was born in Karlsruhe on June 19, 1936.

AS a dancer, Gerhard Bohner excelled in roles calling for a strong character and often a rather sinister manner. Not for him the romantic leads of classical ballet. When Kenneth MacMillan mounted *Sleeping Beauty* at the Deutsche Oper, Berlin, he was cast as the bad fairy Carabosse not as Flora. Similarly, in MacMillan's *Swan Lake* at the same house, Bohner played the evil magician Rothbart rather than Siegfried. He was used so that his shadow cast a chill and sometimes malign influence over the stage.

More often, Bohner was seen in modern ballets. He went to Berlin after studying at a local ballet school in Karlsruhe and beginning his stage career in Mannheim and Frankfurt. During his ten years at the Deutsche Oper — from 1961 to 1971 — all the choreographers used his abilities to add a dark colouration to their ballets.

Tatiana Gsovsky, the company's founder, made roles for him in *Labyrinth of Truth* and *Tristan*. His abilities certainly caught the eye of Kenneth MacMillan during the choreographer's stay in Berlin. MacMillan cast Bohner not only in classical ballets but as Raspoutine in his original one-act *Anastasia*, and as a lean, insinuating serpent in *Kahn und Abel*. Other British choreographers spotted his potential: John Cranko cast him as Kashchey in *The Firebird* and Peter Darrell put him into *Carmina Burana*.

From 1964, Bohner began making his own small scale works. The first evening devoted fully to his choreography was given in 1967 at the Akademie der Künste, Berlin, which thereafter provided him with an artistic home for the rest of his life, except during the two periods when he directed companies in other

cities. The first of these was in Darmstadt, 1972-75, where the local company under his command quickly built a reputation as one of Germany's leading dance theatre troupes. But after three years he left, unwilling to compromise his own evident vision in the growing demand among the young dancers (as in other sections of the community) for participation in control of leading companies.

In spite of this disappointment, Bohner three years later accepted another offer post as director, this time jointly with Reinhard Hoffmann in Bremen. Again he withdrew after three years and returned to Berlin.

Bohner's creations were mostly to modern music, by Ligeti, Xenakis and Messiaen among others. His best known work was *The Tonnes de Beatrice Cenci*, to a score by Gerald Hume, which was regarded in 1971 as introducing the then current ideas of the theatre of cruelty into dance. But, at exactly the opposite emotional extreme he premiered in 1977 a new version of the *Triadic Ballet*, which had been first made to strict abstract specifications, at the Bauhaus in 1922. A consciousness of two strands within his choreography is epitomised in the title of a work he created in 1990 for the Prague Chamber Ballet: *Anger and Geometry*.

That was Bohner's first work in a decade for an ensemble. He spent the 1980s mostly on solo choreography for himself, the best piece from that period being perhaps the three versions of *In The Golden Section* which he made in 1989. Unfortunately much of his time during the final years of his life had to be spent in clinics in the vain search for a cure to the illness which had afflicted both his physical balance and his sight. Coming just when he had begun to receive invitations from abroad, this illness also deprived him of the chance of adding an international reputation to the standing in which he was held in his own land.

HUGH Weeks's career extended to various spheres due, he claimed, to an inability to refuse an interesting appointment. He helped to develop the concept of market research and progressed from working as a statistician through macro-economic planning to directorships in a number of leading companies.

For six years from 1964 he was chairman of the Economic Development Council for the distributive trades — one of the "Little Neddy" — and in this role spoke out, influentially, about the duplication and overlapping of the multiplicity of trading associations which, at that time, were attempting to deal with government departments on the major problems of the day. Then during 15 years from 1957, as chairman of the economics committee of the Federation of British Industries and its successor the CBI, he started the Industrial Trends Survey which is still regarded as a most valuable indicator of the future of the economy. He was one of the key influences in converting the federation to the idea of forward planning for private industry.

The survey was part of that process. It was launched after the Board of Trade asked for information about industrial performance, and Weeks found there was none to give. Initially, however, the survey only published the current situation reported by companies, for fear that forecasts of expected change would become self-fulfilling.

Hugh (Thomas) Weeks was educated at Hendon Secondary and Kilburn Grammar Schools, and after obtaining an MA at Emmanuel College, Cambridge, he chose to go to Cadbury's. Initially in charge of stocks he moved to the sales

department and became involved in the relatively new techniques of market research. In 1931 he wrote with a colleague and close friend, Paul Redmayne, the first English book on that subject. This interest led later to his appointment as chairman of the successful Little Neddies For the distributive trades.

As for many of his generation, the second world war led to major changes in his life. Soon after the outbreak of war a friend put his name forward to the Ministry of Supply as a candidate for the new position of director of statistics. He later discovered that there were objections to the five other nominees and about himself the file commented: "Nothing is known about Weeks". He was appointed following a brief interview.

Walter Layton was in the Ministry of Supply as director general of statistics and programmes and, when he moved to the new Ministry of Production, Weeks succeeded him in that post. Later he too went to the new ministry under Bob Sinclair, who like Layton became an admired and loyal friend.

The end of the war meant a return to Cadbury, broken by a secondment as deputy to Edwin Plowden on the newly created Central Economic Planning staff. The proposed six months extended to a year when, for domestic reasons, the Cadbury connection was terminated with mutual regret and Weeks became the joint controller of the Colonial Development Corporation for three years under Lord Trafalgar.

Norman Kipping, a friend and colleague from the Ministry

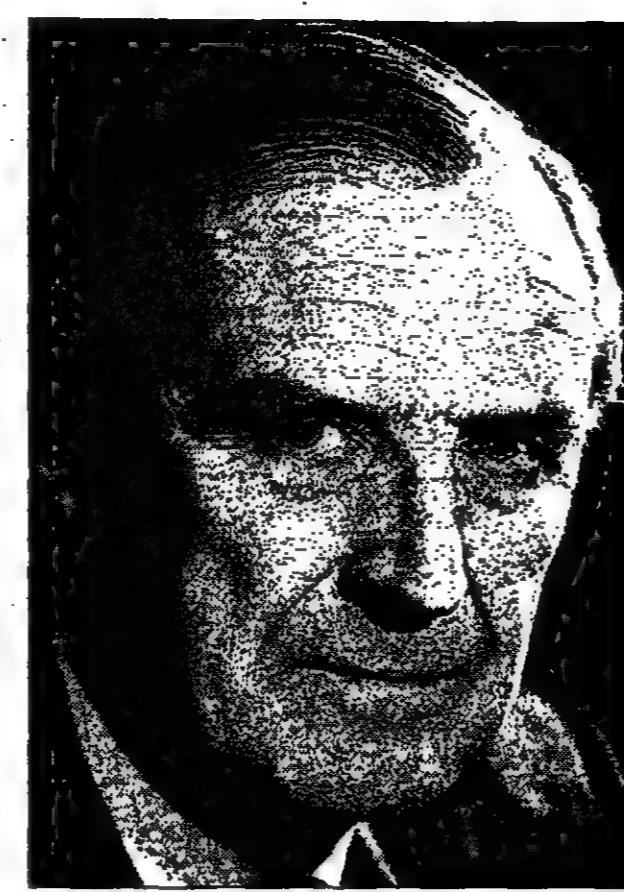
of Production days, asked Weeks to be a member of the economic committee of the Federation of British Industries, as it was then known, and later to be the chairman. This responsibility continued when it became the CBI.

Weeks's introduction to banking came in 1956 when he joined the board of the Finance Corporation for Industry and this was extended a few years later when Lord Piercy, another wartime colleague, invited him on to the board of the Industrial and Commercial Finance Corporation (ICFC). Weeks served on both boards until his death in 1970.

The ICFC connection gave rise to two interesting chairmanships. Leopold Joseph was a small merchant bank and the family owners were handing over to four young bankers and an experienced chairman was needed. Many will remember with pleasure the newsletter which he wrote for many years for the bank and in which he explained, with admirable clarity, the complexities of the changing economic scene together with his reflections on the implications. The other case was an export finance company later known as London American Finance Corporation. Both grew tenfold in the ensuing years.

From a former board member of ICFC, Lord Dudley Gordon, came an invitation to join the board of Hadfields and shortly after that of Richard Thomas & Baldwins, where he became deputy chairman until the formation of the Strip Mill Division of British Steel. His criticism of the centralisation of the steel industry meant that his appointment was not renewed.

Hugh Weeks was knighted in 1966 but the success of his business life did not preclude him from following his long standing enthusiasm for Mozart, travel and gardening. He married twice and is survived by a daughter from each marriage and by his widow Constance.



## SIR HUGH WEEKS

## PIERRE BILLOTTE

General Pierre Billotte, military chief of staff to Charles de Gaulle in London in 1942 and former Gaullist minister, died in hospital near Paris on June 29 aged 86. He was born in Paris on March 8, 1906.

BORN the son of a general, Pierre Billotte initially decided to follow in his father's footsteps by embarking on a career in the army. After studies at the elite military academy of St Cyr and the Ecole Supérieure de la Guerre, he found himself at the outbreak of the second world war a major in charge of a tank battalion engaged in trying to stop the advance of the German Panzers in the Ardennes.

Injured and taken prisoner by the Nazis, he managed to escape to Russia early in 1941, but was immediately re-interred, not being released until Hitler's declaration of war against the Soviet Union later that same year. General de Gaulle promptly appointed him France's military representative in Moscow, before calling him back to his side in London to serve first as his military chief of staff and then as secretary to the Free French committee of national defence (1942-44).

Promoted to the rank of general and placed in command of a tank brigade in the famed armoured division of General Leclerc in 1944, he took part in the liberation of Paris and was personally responsible for taking prisoner General von Scholz, the German governor of the French capital. After the war Pierre Billotte was made head of the French delegation to the military chiefs of staff's committee at the United Nations. But he resigned from the army in 1950 in protest over the alleged excessively "Atlanticist" position of the French administration.



## JONATHAN SILVER

Jonathan Silver, American sculptor and teacher, has died of cancer in New York aged 54. He was born on November 19, 1937.

The sculpture of Jonathan Silver was not the sort of thing to display in one's living room. Nor was it likely to adorn many corporate hallways. Heavily influenced by both Giacometti and Rodin, he specialised in ambitious "installation pieces" in which a whole room would be taken up by various figures and artifacts designed to create an overall impression.

There is nothing that the public likes more than tales of unrecognised masterpieces snapped up in obscure circumstances and then sold, in a blaze of publicity, to museums that ought, it is felt, to have known enough to make the discoveries for themselves. In this regard Roth was a model of what the dealer can and should be, even today in an art world dominated by the auction houses.

Such a subject naturally required that he spend time in Italy. In 1966 something more urgent brought him to Florence, where he went on a Kress fellowship to assist in cataloguing the flood damage to art. There he worked under the director of the German library, Professor Ulrich Middeldorf, who subsequently said that Roth was the most brilliant pupil he had ever had, a unique combination of intuition and method. After Florence he came to London, working for a while at the Victoria and Albert Museum and teaching at Beaver College, an American institution in South Kensington, where he was chairman of the art history programme.

His interests in sculpture were not confined to the works of major artists. Roth also had an encyclopaedic knowledge of medals which he collected and began to deal in a small way. The way gradually got bigger, and in 1984 he went into partnership with a dealer in Old

Master drawings, Kate Ganz, to open a gallery in Maddox Street. Five years later they moved to larger premises in South Street, Mayfair. From there he would catalogue items he offered for sale with as much scholarly rigour as any museum or specialised journal could demand, and from there, too, he laid the foundations of his surprising fame with the non-specialist public, as a succession of discoveries was published.

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The sculptures he brought to light again included a very early Bernini, an "Allegory of Autumn" and "Bust of a Youth" by Bernini's contemporary, Francesco Mochi. These were bought in a Paris auction in 1988, unattributed and bid for by hardly anyone else.

Another Roth discovery was a

signed bust of a black man by Melchior Barthel, a seventeenth century German, catalogued in a Bury St Edmunds sale as nineteenth century American because no one else recognised Barthel's monogram.

Roth's tragically early death re-

moves from the scene a scholar-

dealer of a now almost extinct breed.

His brilliance at his chosen profes-

tion will be difficult to rival.

in 1989 for his creation entitled "Lower Room." This was an evocation of the underworld which featured, among other things, crumbling plaster figures, large quantities of black mud, a broken mirror and a rubber cat. "This is one of the most moving sculpture installations in New York in years," wrote *New York Times* critic Michael Brenson.

Silver capped this last autumn with an exhibit entitled "The New Gretchen: Never Again," centred on a roughly-modelled life-size sculpture of an angry, heavy-set woman teetering on the edge of an examination table. It was judged his most affecting work, but apart from an exhibition of drawings earlier this year it was to be his last. He leaves his widow.

## ON THIS DAY July 23 1934

President Roosevelt signed at Panama an executive order allotting \$15,000,000 for its inauguration out of the \$525,000,000 drought relief fund set up by Congress last Session.

Mr Wallace went on to say that an immediate start would be made both with acquiring the necessary land - in itself an immense task - and with planting the projected belts of trees. He pointed out that the expenditure involved would bring immediate relief to the areas affected by the scheme, as the bulk of the money would find its way into their pockets either in payment for land or through the employment of labour needed for ploughing, fencing and planting. Each of the 100 forest belts will be fenced in to protect the trees from being damaged by cattle.

Commenting on the scheme, Mr F. A. Silcox, Chief Forester, said that the rapidly diminishing rainfall in the Middle Western States had made extensive re-forestation essential to economic and social consequences to be avoided. The dust-storm which recently blanketed the entire country from the Dakotas to the Atlantic seaboard was, he declared, an ominous reminder of incipient desert conditions in the great plains.

The forest belt, which is intended to act both as a wind break and as a means of conserving moisture for the soil, will be over 100 miles wide and about 1,000 long. In all, it will embrace approximately 20,000,000 acres. This will be given over to re-forestation. It is intended to plant trees in 100 parallel strips a mile apart, leaving the land between the strips in cultivation, and it is expected that such land will enjoy almost perfect farming conditions. Foresters estimate that the project will require about 3,500,000,000 trees, and that it will take 10 years to complete.

Blistering heat continues throughout the Middle West, and the rest of the country is only a little less heavily afflicted. In New York yesterday the temperature stayed above 90° for nine hours, beginning at noon. It reached its maximum at 94° at 4pm and got down to 90° again at 9pm. Mr Wallace announced

## Anniversaries

BIRTHS: Coventry Patmore, poet, Woodford, Essex, 1823; Sir Arthur Whitten Brown, aviator, Glasgow, 1886; Halle Slesie, emperor of Ethiopia, 1930-36, 1941-49.

DEATHS: Domenico Scarlatti, composer and organist, Madrid, 1757; Arthur Wolfe, 1st Viscount Kilwarden, lord chief justice of Ireland 1798-1803, assassinated, Dublin, 1803; Ulysses Grant, 18th president of the USA, 1869-77, New York, 1885; Sir John Simon, pathologist, sanitary reformer, London, 1904; Sir William Ramsay, chemist, discoverer of "inert" gases, Nobel laureate 1904, High Wycombe, Buckinghamshire, 1965; James Maxton, chairman of the Independent Labour Party, 1926-31, 1934-39, Large, 1946; D.W. Griffiths, film producer, Hollywood, 1943; Henri-Philippe Pétain, chief of state of the Vichy government 1940-44, De Gaulle, 1951.

Robert Flaherty, film producer, Dummerston, Vermont, 1951; Cundell Hull, American statesman, Nobel peace laureate 1945; Washington, 1955; Sir Henry Dale, physiologist, Nobel laureate 1936, Cambridge, 1958; Eddie Rickenbacker, first world war ace, Zurich, 1973.

## London Mathematical Society

Professor Ya. G. Sinai has been elected an honorary member of the London Mathematical Society for his work in the fields of ergodic theory, dynamical systems and statistical mechanics.

Prizes: De Morgan medal: A. Fröhlich (algebraic number theory); senior Berwick prize: J. Eells (harmonic maps); junior Whitehead prize: K. M. Ball (finite dimensional convexity theory) and R. E. Borcherds (conformal field theory).

## Church news

The Rev Jonathan Goodall, Assistant Curate, Bicester Team Ministry, diocese of Oxford, to be Chaplain and Sacrist at Westmister Abbey, from October. The Rev Canon Robert Willis, Vicar of Sherborne with Castleon and Lillingdon, in the diocese of Salisbury, and an Honorary Canon and Prebendary of Salisbury Cathedral, has been appointed to the Deanship in Hereford, in succession to the Very Rev Peter Haynes, who resigned on April 30.

## Handaxes found at Stone Age site

BY NORMAN HAMMOND, ARCHAEOLOGY CORRESPONDENT

ONE of the earliest known archaeological sites in Britain has been found in Warwickshire. Animal bones and stone tools from a gravel quarry near Leamington Spa are believed to be half a million years old. The most striking finds have been two large handaxes "in absolutely mint condition," according to Mr Philip Wise, of the Warwickshire Museum. These tools, about eight inches long, were the all-purpose cutting and chopping implements — a sort of Stone Age Swiss army knife — of *Homo erectus*, the first hominid to penetrate into the icy margins of Pleistocene Europe. The handaxes are made of andesite tuff, which flakes well to give a sharp edge; other tools from the site are made of quartzite.

## University news

Oxford Professor Denis Galligan, who holds chairs at the universities of Sydney and Southampton, is to be Oxford's first professor of socio-legal studies. He will take up his chair and the directorship of the Centre for Socio-Legal Studies at Wolfson College, in August 1993.

Leeds Dr Peter Dowd, reader, has been appointed to the development chair of mine design and geostatistics in the department of mining and mineral engineering. Dr David Suddon, reader, has been appointed to the development chair of special needs in education.

## Memorial service

Sir Reginald Verdon-Smith The Lord Lieutenant of Avon attended a service of thanksgiving for the life of Sir Reginald Verdon-Smith held yesterday at the Church of St Mary Redcliffe, Bristol. Canon D. Frayne officiated. Sir Jeremy Morse, Chairman of Lloyds Bank, and Mr Barry Nichols, read the lessons. Lady White, daughter, read words of Admiral Sir William Penn and the Right Rev Richard Cartwright gave an address.

## £4,400 for rare cricketing jug

A nine and a half inch high rare Coleport jug showing a colorful painted cricket scene in Cambridge and associated to make between 1500 and 1800 and \$2,400 at Bonhams in Chelsea yesterday (John Shaw writes).

It was bought by Anthony Baer, of Melbourne, Australia, who has one of the largest private collections of cricket memorabilia in the world. He flew in specially for the sale and bought it out with a telephone bidder.

The jug's illustration shows early curved bats and stamps in front of a tent with the roof of King's College Chapel in the background.

The jug was the star lot in a sale of ceramics and glass. The following have been elected officers of the Carpenters' Company for the ensuing year: Master, Mr D.V.J. Galbraith; Senior Warden, Mr V.F. Browne; Middle Warden, Captain K.G. Hamon, RN; Junior Warden, Mr M.R. Francis.

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## THREAT TO FERTILITY

The total cost of the scheme is expected to be approximately \$75,000,000 (£15,000,000), and Mr Wallace announced

MARTIN BEDDALL

# Appeal court asked to rule on woman's right to die

BY FRANCES GIBB, LEGAL CORRESPONDENT

A LEGAL battle on the right to die was launched in the Court of Appeal yesterday, over a 20-year-old Jehovah's Witness who has already been given life-saving blood and plasma transfusions against her wishes.

The woman, an accident victim whose baby was stillborn, was in a critical condition last night although not in imminent danger of death. Her life remains in the balance pending a decision from the Court of Appeal on whether further transfusions should be given or whether she should be allowed to die.

The case raises for the first

time in the English courts the question of whether an adult has a "constitutional right to die". Two weeks ago the Court of Appeal held that an anorexic 16-year-old girl who wished to starve herself to death could be overruled and she should be treated.

Yesterday's hearing comes after a High Court ruling last week that doctors can legally give the transfusions even though the woman objected on the grounds of her religious beliefs — the Jehovah's Witnesses are against the use of artificial means such as transfusions to preserve life.

The three Court of Appeal judges were asked yesterday to reverse that decision. Lord Donaldson, Master of the Rolls, and Lords Justice Butler-Sloss and Staughton were urged to rule that the woman's wishes must come first.

The Official Solicitor, David Venables, who represents those who cannot act for themselves, has taken up the woman's case because she is unconscious and incapable of making her own decisions.

The appeal against Mr Justice Ward's ruling in the High Court last week is opposed by the woman's father and the West Midlands health authorities responsible for treating her.

The woman, identified as "T", was injured in a road crash on July 1. She was admitted to hospital three days later with suspected pleurisy or pneumonia. She was then 34 weeks pregnant and later gave birth by caesarean section. The child was stillborn and the mother needed blood transfusions, which she opposed.

Concern that any attempt to adjudicate on the Mellor coverage would have caused a split between editors and lay members of the commission is also understood to be a factor in Lord McGregor's change of mind. On her way into the meeting, Ms Chapman had threatened to resign from the commission if it found that the report was not to specifically discuss coverage.

The meeting only "noted" claims in *The Sun* and *The Independent* that a senior

touchable. "This did not happen and this is a victory for the press in the battle with politicians. It is a blow for people in public life who think they can hoodwink the public with their double standards," she said.

Another commission member, Lady Elizabeth Cavendish, reaffirmed her earlier view that *The People* had been wrong to publish. However, she said she accepted Lord McGregor's view that with nothing but a "handful" of third party complaints, the commission had been right not to specifically discuss coverage.

The meeting only "noted" claims in *The Sun* and *The Independent* that a senior

cabinet minister attempted to smear Paddy Ashdown, the Liberal Democrat leader, with untrue allegations during the general election.

The review will cover all press intrusions into privacy in the past 18 months and consider whether to recommend amendments or additions to the code of practice. It will also examine privacy legislation in other countries.

The findings will be presented later this year to Sir David Calcutt QC, appointed by Mr Mellor, to conduct an independent assessment of press self-regulation.

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The review will cover all press intr



## Rate pressure eases with slower money growth in Germany

By COLIN MARSHALL, ECONOMICS CORRESPONDENT

THE key German money supply measure, M3, seen as an early indicator of inflationary pressure, eased slightly to an annualised 8.7 per cent in June from 8.8 per cent in May, according to Bundesbank figures published yesterday.

The closely-watched broad money aggregate, whose above-target growth last week provoked the Bundesbank to raise the discount rate by three-quarters of a point to a record 8.75 per cent, is officially targeted to expand in a 3.5

per cent to 5.5 per cent corridor.

The latest Bundesbank tightening was widely seen to rule out any German or wider European easing in interest rates until next year, and to delay recovery across the region. With no hope of bringing M3 back into its target range this year, the Bundesbank is in no haste to lower its monetary guard.

But yesterday's provisional M3 figure provided some encouragement for the belief that last week's discount rate hike

will be the last tightening this year.

Jane McGill, economist at Schroders Economics, called the numbers "very positive", given that the July figures are expected to show substantial slowdown again in M3 growth.

A 7.5 per cent tax surcharge has been lifted this month, which is expected to reduce consumers' reliance on bank credit, one of the components of M3 that has shown excessive growth.

Although the majority opinion still sees no scope for German interest rates to fall until 1993, Norbert Walter, chief economist at Deutsche Bank, Germany's leading bank, expects German interest rates to be cut this year in response to the economy's weakness.

Herr Walter believes inflation is set to slow and considers that the Bundesbank raised the discount rate unnecessarily.

Horst Köhler, secretary of state at the German finance ministry, said in Canberra, Australia, yesterday that Germany's inflation rate could fall to 2 per cent by the end of 1993 from the present 4.3 per cent.

He suggested short-term rates could come down sooner.

Herr Köhler said that if the Bundesbank ran policy appropriately, money market rates would stay below the Lombard rate, now 9.75 per cent.

The Bundesbank yesterday added a huge DM7.7 billion to the German money market, helping overnight rates to fall back from the Lombard rate.

The move further defused market speculation that the Bundesbank would raise the Lombard, the internationally more important lending rate.

The Bundesbank said short-term time deposits and cash in circulation had grown strongly in June. Bank credits to companies and individuals also grew strongly, rising by DM37.7 billion, more than DM4 billion up on June 1991. In the first six months of this year, bank credit was rising at an annualised 11 per cent, after seasonal adjustment.

to provide a "key features" document which will have to be handed over before an investor signs any proposal. This document will explain what the policy is and what risks are involved, then will give the standard "pence per pound" deduction of charges and expenses made by the life office concerned over the full term of the policy. To find out how much will be deducted in their particular circumstances, investors will have to ask the company. If they do not, this information will be given in the cooling off notice when they have the chance to cancel.

The Securities and Investments Board and the Life Assurance and Unit Trust Regulatory Organisation, which have published corresponding sets of rules, have however been forced to back down on earlier proposals to express the charges and expenses deduction as a proportion of the proceeds of the policy. Since this was proposed in an SIB policy document in May, regulators discovered that a figure presented in this way was not widely understood by consumers.

The regulators have also had to reject the suggestion put forward that documentation should include an average industry-wide charges and expenses deduction for each type of policy based on an hypothetical investor. SIB said this could mislead investors into thinking that companies deducted less than they did. Instead, insurers will have

to provide a "key features" document which will have to be handed over before an investor signs any proposal. This document will explain what the policy is and what risks are involved, then will give the standard "pence per pound" deduction of charges and expenses made by the life office concerned over the full term of the policy. To find out how much will be deducted in their particular circumstances, investors will have to ask the company. If they do not, this information will be given in the cooling off notice when they have the chance to cancel.

Investors will only be able to compare the charges and expenses deductions of life companies by asking individual companies to give them quotations. Lauter said. The expenses and charges deductions assume policies are held to maturity, when in reality a large proportion surrender them in the early years when expenses are higher.

The amount policyholders would get back if they surrendered a policy in the first five years will have to be detailed in the key features document.

The document will have to contain the statement "Be careful, you will probably get back less than you paid in if you stop the policy early on."

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Light relief: Dr Brian Smith, BAA chairman, with shareholders before the meeting

## Stansted set for years of losses

By JONATHAN PRYNN

SIR John Egan, chief executive of BAA, told shareholders at the annual meeting in London that Stansted, the company's third London airport, is unlikely to make a substantial profit before the end of the decade.

In response to a shareholder's question, Sir John said break-even at the operating level would come in 1995 or 1996, when passenger numbers at Stansted, which has cost BAA £400 million to develop, are expected to pass

five million. Last year, there were two million, and the figure is set to rise to 2.6 million in the current year. By 2000, it is hoped that ten million to 12 million will pass through, enough to generate an after-interest profit.

Last year, the first since the opening of the new terminal, Stansted made a current-cost operating loss of £28 million. After the meeting, Sir John said that Stansted would come into its own when freedom of the skies in Europe required extra airport capacity at big European

cities. Passenger numbers at Heathrow increased by 2 per cent during the year to March, although Gatwick saw a fall of 7.6 per cent.

BAA is planning a fifth terminal at Heathrow to cope with projected traffic growth. The first phase is scheduled to open in 2002.

Sir John confirmed that BAA is in talks with potential investors about taking stakes in the joint venture company that is to construct an express rail link between central London and Heathrow.

SHARPS OF Rothmans International and Rothmans Holdings, its 50 per cent-owned Australian division, came under pressure in London and Sydney yesterday after the resignation of Ray Weeks, RH chief executive.

RH's shares fell 50 cents to a four-and-a-half year low of \$6.70 (£2.62), and Rothmans International shares in London fell 24p to 1,050.

There was no formal explanation for Mr Weeks's departure. However, analysts believe it is connected with RH's profits slump and its plans to regain market share. The Australian arm made hefty provisions to cover rationalisation and restructuring costs in its last reporting period. It has been suffering from a price war, compounded by dull domestic economic conditions.

Mr Weeks, it is understood, had been with RH for less than two years. Lord Swaythling, chairman of Rothmans International, said: "He [Mr Weeks] has resigned for his own reasons. We shall miss him. We wish him well."

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# Bond rate cut fails to resolve woes of societies

By LINDSAY COOK, MONEY EDITOR

THE cut in the National Savings First Option Bond interest rate is unlikely to solve building societies' cashflow problems.

The government said the bond rate was reduced because demand was greater than supply. Investors put £12 million into the bond in the first eight working days.

There are other, equally popular products available paying higher rates. The National Savings 37th issue of tax-free savings certificates in May attracted £107 million in the first eight working days. They are still available and are paying 8 per cent tax-free guaranteed for five years.

These products and the desire of families to reduce debts have slowed the cash flow to societies. In the first six months of this year, building society net receipts were at a record low of £343 million against £4.6 billion for the same period last year. The last outflow was in March, when savers withdrew £172 million more than they invested, much of it going to National Savings before the election.

Last month alone, building societies suffered a net outflow of £314 million before the new National Savings bond was launched. Other National Savings products had been putting societies under pressure and contributed to the second-worst monthly outflow since records began. The second instalment of BT2 shares accounted for some withdrawals.

In addition to the competition from National Savings and privatisation issues, societies are noticing this year that investors are withdrawing money to pay for holidays rather than increase debts.

The publicity surrounding obsolete accounts also means more savers are switching out.

## Granada and LWT join forces

By OUR CITY STAFF

GRANADA and LWT are to merge their television programme distribution companies. The venture will be called Granada LWT International and will sell programmes for both companies from the beginning of next January.

Andrew Quinn, chief executive of Granada Television, will be the new group's chairman, with Sydney Perry, managing director of LWT International, as chief executive. Granada LWT will be located at LWT's London Television Centre.

Mr Quinn said: "Combining our two catalogues offers a strategic and efficient distribution service." Mr Perry added: "This brings together two of the biggest programme libraries in ITV and creates the largest ITV distributor. Combining the distributors of *Agatha Christie's Poirot*, *Upstairs Downstairs*, *Sherlock Holmes* and *Prime Suspect* makes the new company very strong."

## EC fears jobless tally could soar

From REUTER IN BRUSSELS

A WARNING that unemployment could spiral in the EC was issued by Vasso Papandreou, commissioner for social affairs. "The prospects are not very good," she said, introducing an annual report on joblessness published by the commission.

The rate of EC unemployment is expected to average 9.5 per cent this year, against 8.9 per cent in 1991. There were 226.5 million people of working age in the EC last year but unemployment has hit the under-25s hardest, with a jobless rate of 17.5 per cent compared with the overall 8.9 per cent.

Ms Papandreou said a further rise in unemployment was expected in all EC member states except Luxembourg this year. It is expected to stabilise at about 9.7 per cent in 1993.

That means unemployment will be 10 per cent or more in Ireland, Spain, Britain, Italy, France and Greece. Even if economic growth does improve, Ms Papandreou said: "Optimists are not in abundance these days."



Bountiful flow: Doeplex, chaired by Richard Bickerton, defied recession by pushing up first-half sales and profits

## Placing will fund Doeplex deal

By PHILIP PANGALOS

DOEPLEX, a plastic materials maker, is raising £1.33 million to help expand its product range through a placing and open offer of 1.5 million ordinary shares. The placing is on a one-for-5.67 basis at 98p a share.

The proceeds of the placing, which is mainly with institutional investors, will help Doeplex to fund the acquisition for £1.6 million of the business and certain assets of the Irilon technical sheet division of Lawson Mardon Group UK.

Irilon makes polystyrene sheet used for domestic appliances, boats, caravans and the automotive industry.

After completion of the deal there will be a valuation of Irilon's assets and any difference between that and the initial consideration will be adjusted.

Doeplex will also pay Lawson Mardon £200,000 on account of money owed to Irilon by customers.

Irilon made a £42,000 operating loss in 1991, against profit of more than £500,000 previously. Sales declined to £5 million, com-

pared with £7 million the previous year. However, Doeplex expects to realise substantial cost efficiencies and is confident that the business can be turned around by the end of next year, with the help of export sales.

Richard Bickerton, chairman and chief executive, said: "Our goal is to become a leading supplier of specialist plastic materials. Irilon fills a gap in our product range."

Doeplex also announced a 20 per cent increase in the interim dividend to 1.6p (1.32p) a share, after defying the gloomy trend with a 51 per cent jump in pre-tax profits to £876,000 in the six months to June 30.

Turnover, boosted by acquisition and organic growth, advanced by 39 per cent to £12.9 million. Earnings per share climbed to 7p against 4.57p last time. The company experienced a strong start to the second half of the year.

Holders of the newly placed shares will be entitled to the interim dividend.

Doeplex shares, ex dividend, finished 5p to 112p.

Minimum investment £500. Fixed term to 31 March 1993. No additions allowed. Withdrawals of at least £500, or closure of account, permitted subject to the loss of an equivalent of 90 days' interest. Interest paid monthly, or annually on 31 March. Interest payable net of the basic rate of income tax or, to qualifying investors, gross. Full written details available on request from National & Provincial Building Society, Provincial House, Bradford BD1 1LR.

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I/We agree to be bound by the Society's rules and terms of issue of the Fixed Rate Reserve 1 account, copies of which are available on request.

1. Signature \_\_\_\_\_ Date \_\_\_\_\_

2. Signature \_\_\_\_\_ Date \_\_\_\_\_

A full application form will be despatched on completion of receipt of your cheque, and withdrawals from the account will only be possible after this has been received, satisfactory identification checked and the account certificate issued.



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TEMPOS

## Union Discount still an ailing patient

THE City's discount houses were still clinging to top-hatted traditions when the rest of the Square Mile was throwing off its Victorian image. Now, Union Discount, the most traditional of them all, is paying a heavy price for its leaden footedness.

Ironically, it is the firm's ill-advised diversification into the new area of leasing during the boom times of the late 1980s that has caused the worst damage, but even the core discount house operations lost money heavily in the first half of the year. Pre-tax losses for the six months to end-June were £14.8 million, in line with the forecast made by George Blunden, the new chief executive, earlier this month. As expected, the interim dividend has been passed, with a decision on the final dividend to be taken in the light of the year-end results. If the half-year figures are anything to go by, shareholders should not hold out too much hope.

To be fair to the new management, many necessary steps have already been taken in the short time since it came on board. These include the sale of the big ticket leasing operation and part of Herald Financial Services for £38.5 million; a refocusing of the core discount house operations on the shorter end of the market; substantial cost cutting, including a halving of the staff numbers in the discount house; abandoning the development of a costly computer system and making provisions for bad debts.

The moves are welcome but may have come too late. The lease book at £133 million, still leaves the firm heavily exposed, given depleted shareholders' funds of only £41 million. An economic recovery would be the best news for the leasing operations but the discount house should make ground on its



Announcing profits rise: from left, Roger Fletcher, Cari Hadley and Roy McDowell, of Menvier-Swain

competitors simply by updating its pre-ERM notions on the operations of the money markets.

The second half will give the first indications as to whether this tired, old patient is responding to the medicine. A break-even performance for the six months would give some cause for optimism but the risks for shareholders remain substantial. These shares are only for the brave.

### Eve Group

TURNOVER and profits may be down at Eve Group, the

USM-quoted construction and engineering group, but margins are up.

The improvement in operating margins from 6.6 per cent to 7.4 per cent is a remarkable achievement in what Roger Ames, the chairman, described as the worst recession for 50 years.

The company has been able to stick to its wise words of last year, when it said it would not be chasing work at the expense of margins.

In particular, a strong performance from its specialist activities — transmission equipment and steel structures — compensated for general contracting, which did well to break even.

With turnover falling from £46.6 million to £39.1 million, pre-tax profits fell, for the second year running, from £4.1 million to £3.3 million, a decline of 20.6 per cent.

Despite a 22.4 per cent fall in earnings per share from 29p to 22.5p, the degree of cover and the performance of the specialist divisions have given the board the confidence to increase the final dividend from 6.5p to 7p and the total from 9.2p to 9.7p.

The legacy of a well-timed retreat from housebuilding is a cash pile of £5.6 million.

However, Mr Ames yesterday committed about £2.75 million of that to expansion, buying a north of England electrical contractor for £2.25 million and a Kenyan company for £500,000.

Given the bleak trading outlook, Eve will do well to raise profits to £3.6 million this year. At 255p the shares are on a modest price-earnings ratio of about ten.

### Menvier-Swain

ANY company that raises pre-tax profits 20 per cent in the present environment deserves

a second look. At Menvier-Swain, the emergency lighting and alarm group, the rise from £5 million to £6 million in the year to end-April on sales down from £4.8 million to £4.2 million stems from a combination of sensible business development and good, old fashioned rationalisation.

Businesses now disposed of clocked up £850,000 of losses in the previous year, and chipped in £2 million of sales.

But Menvier-Swain now earns 44 per cent of its profits from France, Denmark, The Netherlands, Portugal, Greece and Italy.

Intriguingly, Menvier-Swain estimates its British market will rise 15 per cent and the continental market by much more from January next year, thanks to the European Commission's workplace directive, which increases the safety standards required.

New buildings are affected immediately and existing buildings must be improved within three years. The Greeks have been given five years to upgrade and the Portuguese six years.

Even in Britain, Menvier-Swain believes it has seen the bottom even if there is no lasting sign of an upturn yet. Sales volumes in the UK are slightly up on a year ago.

Total dividend for the year rises a thumping 23 per cent to 9p a share out of earnings up from 23.6p to 29.2p. Gearing has fallen to 20 per cent, thanks to strict cash controls, and could disappear in the current year.

On forecasts of £7.3 million before tax for the current year, the shares, up 21p to 440p yesterday, stand on a multiple of 12.6 times forecast earnings of 54.8p. An 11p dividend is expected. Charles Swain, former chairman, placed his stake with Credit Lyonnais Laing at 395p at the beginning of June. A strong hold.

## Overseas losses send US blue chips down

New York — Blue chips fell in the first few minutes, battered by severe losses in Tokyo, London and Frankfurt. The Dow Jones industrial average dropped 20.41 points to 3,288. Dealers said that futures-related selling, worries about the American economy, high European interest rates and disappointment with quarterly corporate earnings all affected the market.

□

Frankfurt — Shares fell a further 1.9 per cent, bringing the Dax index's losses since last week's discount rates rise by the Bundesbank to a total of 112 points, or 6.5 per cent. The Dax index fell 31.55 points to 1,628.22, its lowest since January 16. Dealers said the market could now be set to test support at 1,620. Dealers said the fact that there was now little prospect of an interest rate cut later this year had combined with low dollar rates, high money supply growth, general economic uncertainty and poor corporate news to keep equity prices under pressure. Heavy selling in the derivatives area again weighed on cash prices, fol-

lowing the pattern which has been seen in the market since last Friday's expiry of three other equity derivatives pulled cash prices lower. Car shares were also under pressure following the news that registrations of new cars in the first six months of 1992 fell 9.2 per cent to 2.19 million.

□ Singapore — Prices re-gained some ground to close steadier on late bargain-hunting after two consecutive days of falls. The Straits Times industrial index rose 2.44 points to 1,436.90 on a volume of 45.83 million shares, against Tuesday's 54.58 million. Cheaper Singapore shares were in good demand, sharing the upturn won over Malaysian shares traded over the counter.

□ Sydney — The market closed lower after a strong start, dragged down by losses in Tokyo. But the all-share index finished only 2 points down at 1,607.2.

□ Hong Kong — The stock market was closed yesterday because of tropical storm Gary, which was moving towards Hong Kong. (Reuters)

### TOKYO

## Nikkei tumbles to its lowest for six years

Tokyo — Investors watched in resignation as the stock market dropped to a six-year low. The Nikkei index dived 460.46 points, or 2.88 per cent to 15,541.95, its lowest close since April 17, 1986. The Nikkei has now lost 1,659.78 points, or 9.6 per cent since Monday.

An analyst at Nomura Securities said: "There's nothing new that made the market drop today. The upper house election on Sunday makes trading difficult, but there are no fresh factors."

Brokers and analysts said that program selling, started by weak share-index futures, was the main reason for yesterday's fall. They added that pessimism about Japan's slowing economy and falling corporate profits has made investors afraid that predicting an end to the slump is futile. Each abortive rally has added to the gloom.

The Nikkei hit what were thought to be low points in April and June. It rallied in May and early July, but each time could not reach technical

targets that might have reassured sentiment and each time followed the rally with a new low.

Many analysts are trying to ignore the Nikkei, which is heavily influenced by program trading. Instead, they are pinning their hopes on the broader first-section Topix index, which has remained above its April low of 1,196.19. The Topix ended at 1,205.75 yesterday, down 23.63 points, or 1.92 per cent.

The Nomura analyst said: "The market has fallen enough over the past week that short-sellers can probably cover their positions. Topix's resilience could provide a cue. Of course, the corollary is that a new low by Topix could be particularly bad for sentiment."

The key to a real rally lies with the government taking action to get the economy going again. Rising bonds could be a sign of investors preparing for easier credit and could eventually spill over into shares, a Nikko Securities broker said. (Reuters)

### STOCK MARKET

## Stake-building operation may have started at Mirror Group



2,400 level and economic worries continued to dominate sentiment. Fund managers are beginning to doubt the government's ability to tackle the situation and have no intention of investing further funds. Another disappointing set of retail sales and trade figures for June confirmed

ed. Share prices are likely to fall further this morning. In the futures market, the September series fell another 10 points in late trading to close at 2,395.

Among the leaders, Ladbrokes surprised the market with a fall of 17p to 158p. Dealers said the fall was most

Court De La Rue, the security printer, recovered from an early fall to finish 2p firmer at 55.5p after an encouraging annual meeting. But there was little for Pilkington's shareholders to cheer, with the price easing another 1p to 97.9p. Brokers claim the recent sharp fall in the price means that the group is almost certain to lose its place as a member of the FT-SE 100 index in September.

Southend Property responded to trading news with a rise of 6p to 42p. This is not surprising, taking into account that the group now has cash resources of 25p a share and a net asset value of 116p a share.

Next the fashion retailer, continued to go from strength to strength, with a rise of 24p to 89.5p after a buy recommendation from Morgan Stanley, the New York securities house, which met the company this week. Julie Ranshaw, an analyst, has raised her forecast for the current year from £24.4 million to £25.5 million and for next year to £34 million. She says it is back to basics for the group and that a margins-and-growth story is starting to emerge.

The group boasts a robust range that is even more appealing to consumers and represents good value for money. Stronger margins are clearly on the way.

MICHAEL CLARK

Directors of Berkeley Group, the housebuilder, will be hoping they have got their timing right. Despite the poor prospects for the industry, chief executive Tony Pidgeon has picked up 50,000 shares at 224p and chairman Graham Roper 10,000 at 224p. They are hoping to have bought at the bottom of the market.

that there are few signs of recovery on the horizon.

The FT-SE 100 index closed above its lowest of the day, ending 27.7 points down at 2,387.9, having touched 2,376.8 earlier. Turnover remained on the low side, with only 428 million shares trad-

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## Coal privatisation reaches deadlock

To Cecil Parkinson the ultimate privatisation was cost. Ministers grappling with the detail can be forgiven for feeling that Mr Parkinson has a talent for masterly understatement. The exercise is developing into a story of mutually exclusive objectives. British Coal's future is bleak without long-term supply contracts at prices which make a profit. The generators are unwilling to provide such contracts and are sticking out for prices close to the cost of imports and way below the levels of existing supply deals which expire in 1993. Most investors, be they individuals or trade investors, would prefer contracts which give guaranteed offtake for ten to 15 years. These are not likely to be on offer. In any case the generators are in no hurry to sign. There are about 40 million tonnes of coal stockpiled — enough to keep the power stations working for the best part of a year.

The obvious market solution is that British Coal presses ahead with rationalisation and closure until it consists of highly efficient low cost producers which can compete openly and without subsidy against imported coal. But this argues strongly against an early privatisation. For British Coal's profits, despite the sprightly performance last year, would quickly be swamped with closure and restructuring costs. To privatisate in the midst of this upheaval, with profits heavily depressed, would scarcely yield a price satisfactory to the taxpayer. Nor does piecemeal disposal of British Coal's most profitable pits via trade sales look to be without severe problems. Those which remained in public ownership would themselves need subsidies in order to stay alive, otherwise they would make substantial losses for the exchequer.

The irony is that British Coal says it can supply the power industry at prices which will give cheaper energy than many of the gas fired stations now in the planning stage. The answer perhaps lies in breaking up the market power of the generators and allowing British Coal to continue cutting costs before privatisation at a later date. That way, more coal might be burnt and consumers might benefit from lower real prices.

## Silent optimists

Neither the unhealthy June trade deficit, nor the slight respite in retail sales were surprising. The combination of the statistics on one day was, however, depressing. These two potential engines of recovery are not pulling demand up. Retail spending is still bumping along the bottom while exports may have switched into reverse, though one month's figures give no certainty. With no movement in the housing market, the traditional harbinger of economic spring, even optimists are reduced to silence.

The Chancellor and the prime minister do not say much about recovery these days, even to dispute the increasingly gloomy City forecasts that the economy will shrink by up to 1 per cent over the whole of 1992. Their pre-occupation is with sterling and inflation. The pound has not been weak because of doubts over the government's policy intentions but because dealers presume the economy needs lower interest rates or a fall in the exchange rate. The prime minister has countered by insisting that Britain would stick with a parity of 2.95 marks even if there were a realignment of the ERM. If that is to be taken seriously, it means, effectively, that the government is quite prepared to revalue the pound. This ignores the message of the trade figures. A resurgent trade deficit, now running at two thirds the rate when Britain was booming, implies that output and jobs are being lost at an alarming rate, principally to other EC countries, even at the present exchange rates. Low inflation will not cure that alone.

## THE TIMES CITY DIARY

### The Kroll connection

LLOYD'S names have approached a well known private investigative firm to help them search for evidence of corruption at Lloyd's of London. The firm is Kroll Associates, which specialises in financial investigations, and where it emerges that Lord Coleridge, a distant relative of David Coleridge, Lloyd's chairman, is a consultant. Patrick Grayson, managing director of Kroll Associates UK, confirms that he has had "a number of approaches from people representing Lloyd's names" but refuses to be drawn on whether he has undertaken any assignments. Lloyd's sources say, however, that Kroll is likely to be retained by names and a key Lloyd's action group to look into allegations of malpractice and lack of due diligence among underwriters and agents. Grayson also confirms that Lord Coleridge has, for many years, been a consultant for Kroll, mostly on business in the Middle East, where Kroll earned fame tracking down connections of Saddam Hussein for the US government. Grayson and Lord Coleridge first met in the Coldstream Guards and have been friends since. "Yes, Bill Coleridge has been a consultant here for a number of years," Grayson says. "However, this has no particular relevance to any work we may or may not be doing on Lloyd's and his connection with Lloyd's chairman is purely coincidental. He would not be involved in any investigation connected with Lloyd's."



### Cricket coup

THE Allied Bank of Pakistan has scored a coup by signing up four talented new employees, even though their skills lie on the cricket pitch rather than in the accounts office. The newly privatised bank has hired a third of the Pakistani cricket team to beef up its bank's in-house side. Riaz Raja, the stylish batsman, Aquib Javed, the demon bowler, Atta Ur-Rehman, and Aamir Sohail, whose double century at Old Trafford earned him the man of the match award, will join the bank at the end of the current series. Company cricket is taken in earnest in Pakistan.

**Trust in Ashworth**  
NORWEB, the north-western electricity company, has steadfastly refused to support the government's new energy-saving trusts — the only one of the 12 electricity companies to

**Harvey Elliott reports on the likely fall-out from the British Airways proposal to take a 44 per cent stake in USAir**

**A**s news of British Airways' proposed tie with USAir spread through the American airline industry yesterday there were audible whoops of delight from behind the doors of senior executives. Suddenly, it seemed, they had the weapon they had been seeking for American government negotiators to blast open what they regard as the British protectionist bunker.

Within hours Stephen Wolf, chairman and chief executive of United, claimed the proposed deal "provides the vehicle for the long-awaited expansion of US air carriers' access to Great Britain". And Robert Crandall, American Airlines chief, said that he would support the deal provided that "the US government assures the availability of appropriate new competitive opportunities for US carriers".

Not surprisingly, this is not a view shared by BA, which is convinced that the entire deal falls firmly within US laws on inward investment and aviation policy, and the existing bilateral agreements, and that, therefore, nothing should be changed. Sir Colin Marshall, BA chief executive, said: "As far as we are concerned it falls within the scope of the current rules and regulations and therefore doesn't require any changes to the bilaterals. The Americans are, however, seizing upon it to try to get something more for themselves. That doesn't surprise me and I would probably do the same if I were in their position."

Even so, the proposal could provide a new impetus to the seemingly endless series of negotiations between British and American civil servants, another round of which ended yesterday, again without agreement. Once America's department of transportation officials have been fully briefed they will, at the next round, seek to impose conditions on accepting the deal — such as providing new rights for US airlines to fly to British regional airports or to increase the frequency of their existing flights.

That Britain will say, cannot be linked to the USAir deal and can only be considered if America relaxes the rule limiting the amount of foreign shareholding in its carriers to 49 per cent, with a maximum of 25 per cent voting rights.

By taking over the operation of USAir's services from Gatwick, BA has also opened the way for another US carrier to be allowed in. This will be more significant, for America's negotiators, is the effect of the small print of the agreement with USAir, which gives British Airways the right to veto any plans the American carrier may have for future development. The clauses, called

governances, make it plain that no

significant decision can be taken without BA approval and this, the Americans will argue, gets around the existing US law by giving BA effective control over the airline without actually having a majority stake or majority voting rights.

The same clauses also enable BA to gain "cabotage" rights — the power to pick up passengers within America and take them to the main international airport hubs. This, the Americans are certain to argue, is against the spirit of the existing legislation. The courts may have to decide if it is also against the letter.

For the US carriers, especially United and American, international services are the one ray of hope for pulling themselves out of the mess that the industry now finds itself in. Domestic air services are losing money at an alarming rate, forcing some carriers to the wall and leaving 25 per cent of the rest flying under the protection of the generous US chapter 11 bankruptcy rules. Only on profitable routes, such as the North Atlantic, are they making money, and anything that can bolster these will be pursued almost with desperation.

Given these vital issues and the opportunity they offer for horse trading, the US carriers are certain to put pressure on their government to re-open the negotiations soon, even

though the next round of talks is not due to start until November. Even if such talks are held, however, there is not much time to thrash out the problems involved.

The American presidential election could not have come at a worse time. Washington will be anxious to avoid taking any firm decisions before the new administration is in place in



November and yet full official approval for the BA deal with USAir must be obtained by Christmas eve, a timetable that will cause some anxious times for both airlines.

In the meantime, the "integration committee" will begin work under the joint chairmanship of Sir Colin and Seth Schofield, USAir's chairman, to begin to shape the first real

global airline. The concept has been at the forefront of BA's thinking for many years. It is convinced that the inexorable move towards multinationals, already in existence throughout many other industries, will lead to there being no more than ten or 12 major airlines in the world by the end of this decade. BA has been determined to be at the centre of the biggest and most powerful of them all.

Until now, however, its efforts have been in vain, partly because of the opposition of governments and regulators who cling to the idea that they must preserve their own national "flag carriers" or because the would-be partners believed that, through their own efforts, they could go it alone and survive. BA was, therefore, forced into a series of peripheral deals. The creation of Deutsche BA, the German airline in which it took a 49 per cent stake, left it ready to take advantage of the liberalisation promised within Europe. Air Russia, the Moscow-based fledgling, on the other hand could allow it to extend its tentacles into eastern Europe. Both these new ventures could be used to link into its extending global empire.

The American aviation industry is not noted for its willingness to allow foreign competitors to steal a march, however, and it too has lawyers and skilled negotiators who will find ways of challenging the move unless it can extract its pound of flesh in return.

British Airways remains convinced that, for once, it has the law, public opinion and even political pressure on its side. First indications from the US transportation department are that it would support the proposed deal because "the world's airline industry is clearly moving in the direction of cross border alliances".

The next few weeks will show whether it is proved right, or whether the US carriers manage either to scupper the deal or to turn it to their own advantage. The battle is by no means over yet.

incapable of competing for a share of America's internal market because only US-owned airlines are allowed to fly on domestic routes. The financial problems of the industry have forced the Americans to relax slightly the foreign ownership rules, but this, says BA, is still insufficient to enable it to achieve its long term aim of a truly global company.

The half-way house of taking a 44 per cent stake in USAir is, it hopes, only the first step along a road which could lead to majority ownership. Cleverly, it has not only allowed USAir to maintain its international services to Paris and Frankfurt but hopes to encourage it to seek more trans-Atlantic services into Europe. Next year, when the third European liberalisation package comes into force, BA will be able to fly between cities within Europe, so setting up its own European domestic network which will then be integrated with USAir's international services.

The eventual target is a major international carrier in the Pacific region — perhaps based in Australia — to provide the next plank in the global link. That could take some time, however, while pursuing its worldwide expansion plans. British Airways must keep a wary eye on its balance sheet and ensure that it does not spend more in buying into foreign airlines than it can easily afford from its own cash resources.

**T**he next step is to devise a new livery which gives a distinct corporate image to USAir and BA, yet leaves them with their own individual identity. "We will keep the present identity for a long time yet," Sir Colin said. "It would be ridiculous to change unless there is sufficient long term research to show that our customers want it. Their colour scheme is very compatible with ours, however, and there are many ways in which we can market the two airlines jointly."

Compared with the now completely defunct proposals to tie into the Dutch airline KLM, the USAir deal appears to offer BA the perfect vehicle for its long term aims. The company has had lawyers crawl over every clause and sub-clause in the agreement and it is convinced that it breaches no existing regulations and should, therefore, get the go-ahead from all the legislators who could conceivably have an interest.

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## BUSINESS LETTERS

### Lloyd's open years a life sentence

**From R.C. Dutton-Forshaw**  
Sir, The news that Lloyd's has again completely underestimated the future losses for 1990 comes as no real surprise to the long-suffering names.

I now find myself on 11 open years, and there can now hardly be any name who is not on an open year of one sort or another. These continuing large losses must be compounded to a greater extent by this open year situation.

All names have recently received a circular from Mr Coleridge regarding the forthcoming EGM on July 27. This circular sets out the present council's position on the various resolutions, together with Mr Coleridge's requests as to how we should vote.

Resolution C1 states: "We request the council immediately to work with Centre Write Ltd to develop an effective mechanism affordable to names presently on run-off years of account as defined in bylaw 17 of 1989 whereby they will be released thereafter as at December 31, 1992."

The council, not unnaturally, makes the point regarding this resolution that it would be impractical to implement these requests by December 31, 1992. That may be so.

### Italian car purchases

**From Dr James Cope**  
Sir, Your report (Business News, July 9) that the allowed 11 per cent share of the British car market enjoyed by Japan is under challenge by European consumer organisations who regard it as being restrictive.

If the situation in Florence is any evidence, Italy has a very effective way of limiting imports of Japanese cars. The

### Taurus offers data security

**From Mr John Watson**  
Sir, With reference to Mrs Tyler's letter on Taurus (July 4), I can give her considerable reassurance.

First, investors will not have share certificates when Taurus is operating but they will have statements, rather like bank statements.

Secondly, the Stock Exchange has been using computers for critical aspects of the business for many years and has a number of security measures to prevent the risk of a virus damaging the computer records. Thirdly, if the unthinkable were to happen, all essential computer records are duplicated daily and the records of share ownership could be reconstructed from a number of sources, namely the duplicated records of membership, the broker's records in some cases, or the statements.

Security of information has been one of the key factors in our design of Taurus, and we have considered it at every end.

Yours faithfully,  
JOHN WATSON,  
Taurus Project Director,  
London Stock Exchange,  
EC2.

### Women of letters

**From Mrs Kate Stobart**  
Sir, In the Business Times of July 21, I noticed that there were three letters, two of them from women. Is it possible that we are catching up?

Yours faithfully,  
KATE STOBART,  
Good Consultancy Ltd,  
39 Bullingham Mansions,  
Kensington Church Street,  
Barnet, Herts.

### Six ways to a Henley MBA

Henley, in conjunction with Brunel University, can offer you a choice of six routes to an MBA designed to meet your personal objectives.

The MODULAR Programme requires 16 weeks at Henley, spread over 12 months, and covers group work, project work and a range of optional subjects.

The FULL-TIME MBA is a one year course based at Brunel and has an international focus.

PART-TIME is also based at Brunel in Uxbridge, and runs one day a week over two years.

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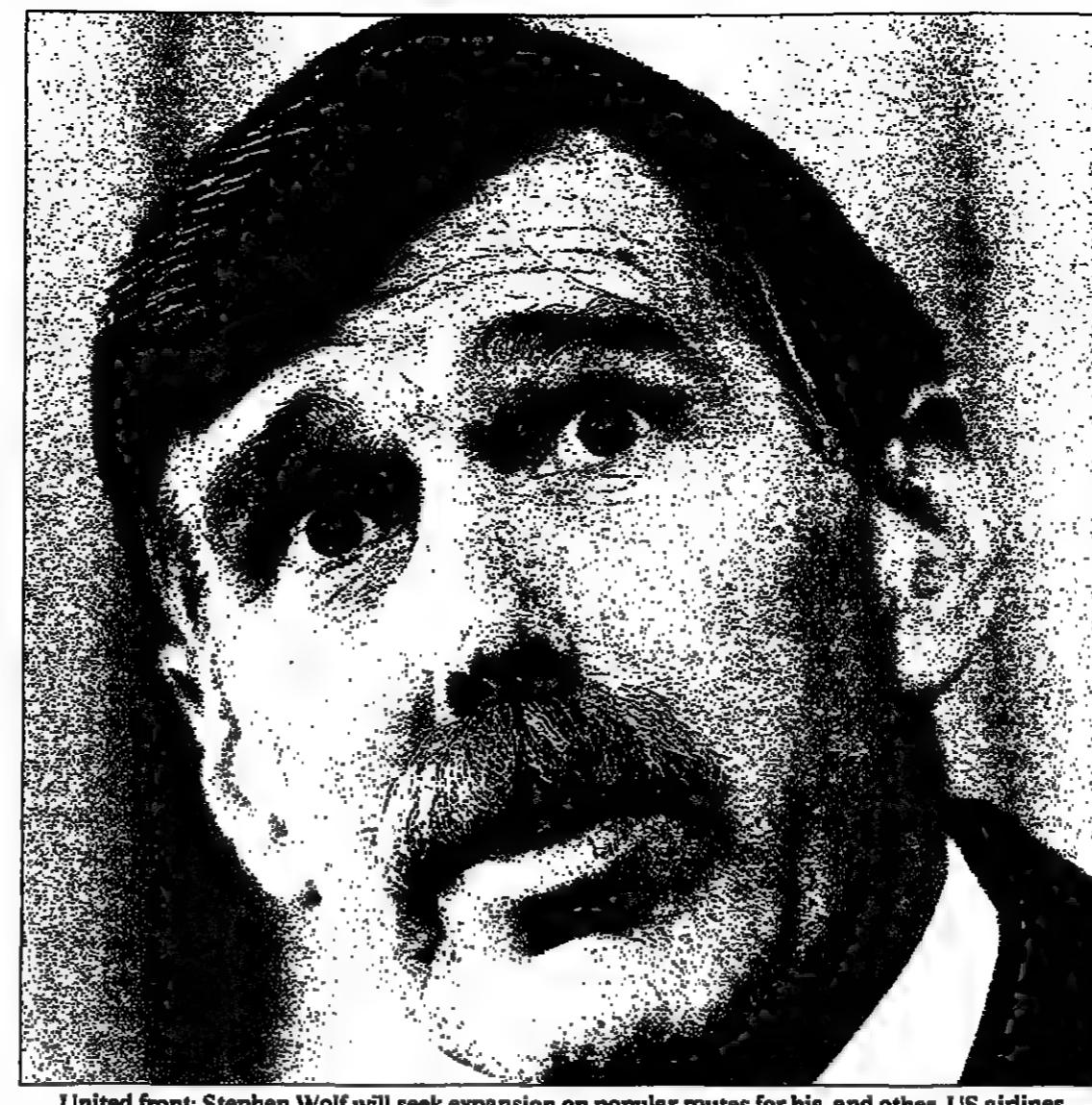
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United front: Stephen Wolf will seek expansion on popular routes for his, and other, US airlines

DEBRA ISAAC

cars in Florence is overwhelmingly of Italian make. My observation is that foreign cars appear to have less than 5 per cent of the market and that Japanese cars are very rarely seen.

Italian motorists are clearly intensely loyal to Fiat, leaving no market for imports from Japan.

Yours faithfully,  
DR JAMES COPE,  
39 Bullingham Mansions,  
Kensington Church Street,  
Barnet, Herts.

# THE TIMES UNIT TEST PREPARATION

## Portfolio

### PLATINUM

From your Portfolio Platinum card check your eight daily price movements on this page only. Add them up to give you your overall total and check this against the daily total on the card. If you have won outright or a share of the daily draw, you have started. If you win, follow the claim procedure on the back of the card. Always have your card and cardholder's claim card. Some rules appear on the back of your card.

No	Company	Group	Code or Name
1	Barratt Card	Oil, Gas	
2	Barratt Devs	Building, Rds	
3	Chrysalis	Leisure	
4	Vodafone	Electrical	
5	Staveley	Industrial	
6	Castles	Banks, Disc	
7	Powell Duffryn	Transport	
8	BTP	Chem., Plas	
9	First Leisure	Leisure	
10	Dunhill	Dropsey, Sts	
11	Headline	Newspaper, Pub	
12	Wellcome	Industrial	
13	MT	Electrical	
14	Grangefield	Paper, Print	
15	Argyll	Foods	
16	Perry Cr	Motor, Air	
17	Seven Trent	Water	
18	Clydes	Chem., Plas	
19	Bedlam (A)	Textiles	
20	Provident	Banks, Disc	
21	Carlson (H)	Transport	
22	Brent Cheats	Chem., Plas	
23	IT	Industrial	
24	Oxford Imp	Electrical	
25	Bilton	Property	
26	Hawkefield Fds	Foods	
27	Lex Services	Motors, Air	
28	Caird Crp	Chem., Plas	
29	Sidlow	Industrial	
30	Denoma	Property	
31	Merland	Breweries	
32	Stiboh	Industrial	
33	Greencells Crp	Brickworks	
34	NET Crd	Industrial	
35	Nutri Foods	Foods	
36	Gold Gremm	Paper, Print	
37	Debenham Twiss	Property	
38	Harrod Simon	Electrical	
39	Stanley Leisure	Leisure	
40	Walker Gremm	Industrial	
41	Rennell	Chem., Plas	
42	Vard (Reg)	Motor, Air	
43	Wimpy Cr	Building, Rds	
44	Lon March Set	Property	

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Please take into account any minus signs

Weekly Dividend

Please make a note of your daily totals for the weekly dividend of £4,000 in Saturday's newspaper.

MON TUE WED THU FRI SAT SUN Weekly Total

Two readers shared the Portfolio Platinum prize yesterday. Mrs B Barker-Bennet, of Perth, Scotland, and Mr W Harries, of South Croydon, receive £1,000 each.

1992 High Low Company Price '91 Net Yld % P/E

### BANKS, DISCOUNT, HP

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107	Albert	Bank	
108	Amersham	Bank	
109	Amersham (H)	Bank	
110	Amersham (M)	Bank	
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# ACCOUNTANCY TIMES

## Growing numbers add up to a disturbing bottom line

Noel Hepworth says common standards must be achieved voluntarily, or they will be enforced

IN the 1980s the arrangements for the delivery of public services in the United Kingdom changed significantly. The public sector's ownership monopoly has gone. The private sector is increasingly providing public services often leaving the public sector with the role of regulator, or enabling.

The organisation of services still in public ownership has also changed. The provider and purchaser roles are being separated, private-sector type structures (including companies) are being employed and ways are increasingly being sought to secure a mix of private and public capital and revenues to finance publicly owned services.

These changes have led to a curious paradox over the arrangements for the audit of public services. Even though taxpayers' money is frequently the only, or main source of revenue (outside the utilities), the remit of the public sector audit is constrained. The public sector auditor of even the biggest institution is not able to follow money into even small companies set up and wholly controlled by public sector owners (such as local authorities) unless the public sector auditor employs a person with a Companies Act audit practising certificate.

The origins of this problem lie in the different legislation governing the responsibilities of auditors. Prior to the Companies Act 1989, only members of specified bodies could audit accounts of limited liability companies. The 1989 Act removed the list of named bodies and imposed instead requirements based on the European Community's eighth company law directive.

As a logical response to these changed circumstances the Chartered Institute of Public Finance and Accountancy (Cipa) decided to apply for the recognition of its qualification for the purposes of the Com-

### No other UK profession has the degree of competition in accountancy

Cipa's education and experience requirements already follow, in principle, those required under the Act, although some changes will be needed to the coverage of the syllabus and the pattern of experience to meet its specific requirements. The institute plans to do this with the limited intention of facilitating public sector audit. This decision illustrates a number of issues which ought to trouble the profession. The profession in the United Kingdom is larger and more diversified than in any other European country but has no common standards of education and training. There are also no restrictions on who can call themselves accountants. Ought this situation be

allowed to continue? The EC has so far laid down basic rules about the education and training requirements of auditors. Actual requirements in some member countries, such as the Netherlands and Germany, are much stricter. We may, therefore, have a unique diversity in the profession but whether we have the best trained is a much more open question. Practical training provides a different experience which conventional examinations do not test.

Unless the profession can achieve a greater degree of commonality of standards in education and training voluntarily, it may be forced to do so by the EC or the British governments in order to provide a coherent description of 'an accountant'.

The profession's inability to agree common standards has its roots in competition between the bodies. Cipa's move could, for instance, be seen as a competitive act. This was not the intention. As has been made clear, it has the limited purpose of responding to changes in the organisation of public services.

There are those who see competition in all its forms as desirable for its own sake, the view being that competition is stimulating and the engine for the delivery of new initiatives. No other profession in the United Kingdom has the same degree of internal competition as accountancy.

al bodies which ought to be part of the accountancy profession?

Internal competition may be one of the principal causes. Each of the bodies chips away at the other, seeks short term gain and in some market places the effect is to drive down standards of education and training.

The market may signal that it is not prepared to invest in expensive education and training programmes and therefore, the profession should train in a way and to a standard that the market place wants. But is this right? The market place cannot make judgements about professional standards. Above all, the profession should be concerned with making judgements about standards in 'the public interest'. The 'public interest' is different from the

member interest or even the individual professional body interest.

The real danger for the profession in the United Kingdom is that someone else will determine what is 'the public interest'. When that happens we will find that the United Kingdom profession is in exactly the same position as the professions in many mainland European countries: that is auditors have become state registered auditors and the State lays down the rules about education and training. The next step would then be to specify who could use the title 'accountant' and at that point the strength and diversity of the United Kingdom profession might be gone for good.

The author is Director of the Chartered Institute of Public Finance and Accountancy



Noel Hepworth: Getting to the root of the problem

## ASB revitalises the great revolution

THE great revolution in the UK's financial reporting methods had seemed in recent months to be faltering. For the first time, for example, the Accounting Standards Board (ASB) had felt it necessary to back down on a point it believed in firmly.

Never mind that it had also found another way of fighting the point in the future. The dropping of proposals for disclosure of advertising and training costs was a setback. For the first time observers could stop giving the ASB the benefit of the doubt and argue that perhaps its mission was too difficult and that, realistically, the task of reforming financial reporting practices from top-to-toe was also going to prove too much.

The ASB is quickly fighting back. We now have the latest two chapters of the statement of principles which, when completed, is intended to provide the philosophical bedrock that financial reporting in this country has always lacked.

Reading them, it is obvious that there is no faltering in the mission. Put simply, it is to bring sense and certainty to proceedings.

After a decade of steadily fragmenting rules the idea remains to provide an underlying basis for arguing financial reporting procedures on a logical and common-sense basis. This contrasts somewhat with ten years of emphasis in the market on fostering the "creative" basis of steadily distorting the rules, much in the manner of lawyers, until everyone can point to them and say, quite correctly by this stage, that they have no coherence left.

The problem is that this lack of coherence is then blamed on the rule-makers rather than the rule-breakers, which is much like politically correct sea-crackers blaming their criminal way on the manufacturers of salts for not making them strong enough to resist explosives.

What the two new chapters from the ASB do is cover the key areas where change is going to occur. These are the "elements of financial statements", which covers definitions of assets, liabilities and equity, for example, and the "recognition of items in financial statements", which covers what effectively should or should not find a place in the profit and loss account.

As an example of the clear way in which the ASB is thinking it is worth looking at what is said in the definitions of assets and liabilities and what flows from those definitions. Assets are "rights or other access to future economic benefits controlled by an entity as a result of past transactions or events". Liabilities are "an entity's obligations to transfer economic benefits as a result of past transactions or events".

In other words, as the ASB points out, strictly speaking an asset is not a particular item of property, such as a factory, which may be an asset of a particular entity; rather it is the rights deriving from ownership or the other rights of occupation and use which constitute an asset".

This effectively means that many areas

where companies have sought to twist the arm of the rules so hard that utterly logical, but highly beneficial, methods of financial reporting appear to be respectable will now be hampered.

In particular, it means that current corporate thinking, for example, an operating lease of treatment of acquisition costs, has the supposed benefit of logic flogged firmly out from under its feet.

To convey the "flavor" of the board's thinking, we have to go to a speech which the ASB's chief, David Tweddle, made to investment analysts the other week. On financial accounting he showed exactly how current behaviour can be shown to be non-coherent. The question is "whether there is any logic whatsoever in the argument that massive reorganisation expenses required on the acquisition of another company should be deemed to be a liability of the acquired company, thereby increasing goodwill which is at present written off as assets and never affects the profit and loss account".

Tweddle, who as a "Sext" had a wry and renowned sense of humour, then blew that argument out of the water with a heavy sense of irony he concluded that "our negative view is that the gleam in the acquirer's eye is not a liability to be acquired".

Once this obvious principle is accepted then reorganisation expenses, in other common sense, have to be charged through the acquirer's profit and loss account. "Similarly," he said, "we do not believe that a company should provide for future losses of an acquired company, just as we do not believe that a company should provide for future gains of an acquired company". The ASB's new chapters are now out for preliminary discussion with the rest of the profession.

After that revisions may be made and then they will be issued for formal and detailed comments. No one can complain that they are not being given a sufficient time to debate the issues.

What is really needed now is for a feedback of accounts to hand together and provide all the support they can for the ASB's efforts. Companies will not like the proposals. Change for them is awkward and will give them less chance to defend the financial health of their assets.

But then accountants are not companies. They are professionals, not companies, owned, shareholders, potential investors, analysts, employees and a host of other people whose decision-making攸fects on the integrity of the figures being produced.

So let these ideas of accountants have their say in their response. As Tweddle told the analysts, "understanding can take time and pronouncements often rapidly inform us in large numbers and are organised to do so".

It is about time the users had become both more enlightened and more vocal.

The author is Associate Editor of Accounting Age

## Sea change at institute opens council operations to public scrutiny

Michael Chamberlain explains the new emphasis on openness at the ICAEW

THE Council of the Institute of Chartered Accountants in England and Wales is to meet partly in public from October. Other parts of our operations are to be more open to public scrutiny. To paraphrase Sir Humphrey: "That is a brave decision, President". So why are we doing it?

The institute has significant public interest responsibilities. It must not only discharge these responsibilities effectively but, increasingly, must demonstrate publicly that it is doing so. The guiding principles of the institute's Charter, of the elevation of the profession for the public benefit, hold as good today as when the institute was first founded. Equally, the principle of self-regulation remains a valid, sensible and practical approach to the maintenance of standards and the protection of the public interest. But how do we convince the public?

Opening its operations to public scrutiny is a sea change for the institute. The strongest case for an open approach relates to those public interest issues where the council is taking decisions that are binding upon members and firms of which otherwise have a direct impact on the broader community. In the main, these issues are in the disciplinary, regulatory, ethical and education and training areas. The council, therefore, has taken a very significant decision to throw open the doors of its meetings to the public.

From October, agendas for council meetings—the institute's top strategic policy-making and decision-taking body—will be divided into two sections. One part of the agenda, to be considered in open session, will deal with matters affecting the public interest. The remainder, which will be kept to a minimum, will deal with matters that must remain confidential, such as commercially



Open-door policy: the institute's headquarters in London

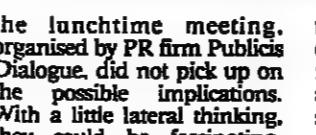
on public interest issues, not only within the profession, but also to interested parties outside it. There will be widespread publicity for any consultation process to permit the airing of views.

All this amounts to significant progress by the institute in reiterating that its primary role is to act in the public interest. Some critics will no doubt say the institute has not gone far enough and should be open to public scrutiny. As we have seen above, however, to do this could well cause legal problems and, equally, could relegate important internal discussions on policy options to smoke-filled rooms. It would be self-defeating. What we have here are the first steps of a professional body keen to do the right thing by the people it purports to serve, namely the public.

"Openness" sounds like a motherhood concept. Nobody could possibly be against it. The institute must not only discharge its obligations according to "true and fair" principles, but also be seen

### Badge of courage

REFORMS bringing a new expanded audit report could take on an entirely changed aspect if accountancy firms had a recent presentation by Philip Law, professor of marketing at the London Business School, who noted, provocatively, that: "The only contact you have with the auditor, as a shareholder, is a page in the annual report, a little paragraph at the top of the page which is almost identical every time." The only difference from one to another is the badge: it may be signed off Touche Ross or Arthur Andersen or whatever. As a shareholder, I've no idea what the difference is." Participants in



THE badge

the luncheon meeting, organised by PR firm Publicis Dialogue, did not pick up on the possible implications. With a little lateral thinking, they could be fascinating. How about a page in company annual reports sponsored by, according to the badge, Britain's or the world's biggest accounting firm, the firm facing the fewest lawsuits, the firm that hasn't had to change its name, or the firm whose partners never play golf with the finance director? Pictures of the auditors' palatial offices might be counter-productive but could at least be less tedious than the long explanation of the limits of

their responsibilities that are destined to be included.

**Monopoly money**

A fast-moving game of Monopoly, organised by the Birmingham office of chartered accountants and charity enthusiasts Nevile Russell, raised £6,000 for Telethon charities in the Central TV area. Teams from Pertslops Group, Royal Bank of Scotland, Tomkins and Tudor Business Systems battled it out under television lights with the firm's partners and staff acting as bankers and adjudicators. A special

## Questionnaire weeds out potential high risk firms

BY EDWARD PENNELL

GREATER litigiousness and increasing negligence are, in general, sending professional indemnity scheme contributions rocketing. However, the Mutual Accountants' Professional Indemnity Company Limited (Mapic) is bucking the trend by a tough regime of screening out borderline cases and encouraging firms to improve their internal quality controls.

Mapic's policy year runs from July to June and the weeding out process completed last week has resulted in a drop of about 2 per cent in membership. In some cases there was a straightforward rejection of the renewal application by Mapic because the firm's record was so poor. And other firms "jumped" before they were pushed by declining to undergo the "peer review" that was mapped as a pre-condition of renewal.

The result is that Mapic's membership is now smaller but of higher quality. The risk factor has been reduced.

"We've achieved this by building in a number of questions into the proposal form which will sound alarm bells if the answers aren't right," Mr Penneal said.

Perhaps the most significant concession the firms were given was that the peer review

process, which had been mapped as a pre-condition of renewal, was not mandatory.

"But if the profession cannot be sure that firms are fit to be audited, then it has to take a more rigorous approach," Mr Penneal said. "It is a matter of quality, not quantity. We are not looking for a massive increase in claims but for a reduction in the number of claims per firm." The result is that the risk factor has been reduced.

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GREATER litigiousness and increasing negligence are, in general, sending professional indemnity scheme contributions rocketing. However, the risk factor has been reduced.

BS5750 isn't designed for accountants and there is no reason why they should have to use it.

in the first case, if just wouldn't be appropriate," Mr Penneal said. "However, the Institute of Chartered Accountants has decided to look at it and these days every accountant should be aware of it. So if firms practise it, what will BS5750 do, or why we are asking such a darn question, if it's not to be as quality as possible?"

Mr Penneal said that the move in the profession over quality is now starting to change. With massive increases in fraud and the public image of accountants suffering at best, the risk has come to take stock of what has gone wrong.

"But if the profession cannot be sure that firms are fit to be audited, then it has to take a more rigorous approach," Mr Penneal said. "It is a matter of quality, not quantity. We are not looking for a massive increase in claims but for a reduction in the number of claims per firm." The result is that the risk factor has been reduced.

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## OLYMPIC GAMES

# Facilities in Olympic village win approval

FROM JOHN GOODBOY  
IN BARCELONA

BARCELONA has spent £5 billion on facilities, roads and housing for the Olympic Games. The docks have been transformed into an extensive Olympic village, with two skyscrapers dwarfing a new yachting arena.

The Montjuic complex, including a renovated Olympic stadium and a superbly equipped outdoor swimming pool, will be the athletic focus of the Games and is within walking distance of the city centre.

Pasqual Maragall, the mayor of Barcelona, said: "Never has much been done in so little time."

As the 10,000 competitors arrive here, they are appreciating the lavish facilities for their fortnight's stay.

Sean Kerly was the leading goalscorer when Britain's hockey team won the 1988 Olympic gold medal and he yesterday welcomed the foresight of the British Olympic Association (BOA) in selecting the best block in the village and bringing out cool-air fans for the competitors because the rooms are not air-conditioned.

Kerly said: "It's a good spot. It's certainly hotter than Seoul but it is the same for everyone and you get used to the noise of the fans."

Frank Dick, the director of coaching for the British Athletic Federation, said that the competitors could get a "little bit sweaty" in the rooms, although most of them have still to arrive.

Russell Garcia, another member of Britain's gold medal-winning hockey team four years ago, praised the variety of food.

"The only danger is eating

too much so we are weighing ourselves every day," he said.

The village has two cinemas,

a gymnasium, special bathing areas on the beach

and other restaurants where

athletes can eat if they want a change from the main cafeteria.

Security is tight with the

British team always escorted

by armed motorcyclists on

their trips to the training

venues.

## Blunder rules out Adelaide as host

FROM DAVID MILLER IN BARCELONA

MUDDLED thinking by the executive board of the Commonwealth Games Federation has squandered an outstanding candidate for hosting future Games.

With a shortage of able hosts and a threatened Games, the executive is seen to have blundered: not with the election of Kuala Lumpur on Tuesday, but in the conduct of the campaign in which Adelaide was defeated by 40 votes to 25.

The Adelaide committee has no complaints against Kuala Lumpur, elected as hosts for 1988, but is angry that members of the executive clandestinely supported and lobbied for the Malaysians.

Kym Mayes, the South Australian sports minister, said yesterday: "We shall not bother again for at least 20 years and nor, in all probability, will any other Australian city. We shall go instead for



Barcelona '92





## GOLF

# Palmer is content to return to do his Seniors' service

By MITCHELL PLATTS, GOLF CORRESPONDENT

ARNOLD Palmer has chosen the British Seniors' Open, which starts today at Royal Lytham and St Annes, for his annual visit across the Atlantic. He is eager, as always, to play well. But his desire, as always, will be to have fun.

Palmer is 62, but the years have been as good to him as he has been to golf. "I enjoy the game," he said. "If I didn't then that would be it — I would quit."

Palmer is not surprised that Nick Faldo, the Open champion, has said that he will retire at 40, but Palmer would be surprised if he did. "I've heard all before," Palmer said. "Jack Nicklaus told me he was

going to retire at 35. Gary Player said we would find him on his horse farm once he was 40. They're still playing."

"I took note of one thing that Nick said, it was that he was trying to gain a rapport with the public," Palmer said. "Well that tells me that his demeanour isn't as he has presented it over the years. He would like to be friendly with the gallery."

"Ben Hogan was an aloof person. He cut himself off from the public, and successfully so. His objective was to play golf and win. He had no other objectives. He was one of those one-in-a-hundred persons able to do it."

Player, like Palmer, believes Faldo can dominate world golf for the next five years, and that Fred Couples can rival him. But Player said: "We are in a phase where a lot of people play the fool on the golf course. The public love it, but you don't see those players winning the big ones. The likes of Sneed, Hogan, Palmer, Nicklaus — they were all out there grinding. Faldo takes it very seriously. He plays hard."

Player expects to be a contender this week for a title he won in 1988 and 1990. Palmer hopes to be.

Their challengers are likely to include Bobby Verhey, the defending champion, Dale Douglas, who won last week in the United States, Brian Huggett, Tommy Horton and Neil Coles.

Brian Waites, seriously injured in a car accident last August, is happily fit enough to compete while Vincent Tshabalala, who won the French Open in 1976, plays in Britain for the first time since the Open in 1977.

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England captain protests match referee's Old Trafford statement

## Gooch letter keeps pot boiling

BY ALAN LEE  
 CRICKET CORRESPONDENT

GRAHAM Gooch, the England captain, yesterday created a new episode in a long-running saga when, on the eve of the crucial Headingley Test match, he hand-delivered a letter of protest to Sir Colin Cowdrey, chairman of the International Cricket Council (ICC).

The letter, I understand, reveals his considerable resentment over the statement by Conrad Hunte, the ICC match referee at Old Trafford two weeks ago, in which Gooch, an innocent party, was linked by implication with the shabby events that scarred the third Test match.

Hunte's application of the ICC's Code of Conduct fell dismally short in dealing with the behaviour of the Pakistan captain, Javed Miandad, a culpability he compounded by his bewilderingly gratuitous reference to Gooch. After carefully considering his response, Gooch, who was 39 yesterday, handed a letter to Cowdrey at Headingley and he may well be seeking a public retraction.

The statement of July 7, couched in memorably backslapping phraseology, said that Miandad had been "firmly encouraged" to ensure that his players maintained the spirit of the game. Then, for reasons best known to himself, Hunte added that he had "also addressed this point with England's captain".

At the time of the incidents, involving intimidation, dissent and some shameful confrontation with the umpire, Roy Palmer, Gooch was in the dressing-room. Neither he nor any member of his side was remotely involved, unless one counts Devon Malcolm for being hit on the helmet by Aqib Javed.

Gooch's pride in his team's standards of discipline is justifiable and intense and, whether or not the statement was an awkward attempt at fairmindedness, he has taken rightful offence, leaving Cowdrey with another ticklish dilemma.

### TEAMS AND DETAILS

ENGLAND (from): G A Gooch (captain), A J Stewart, M A Atherton, R A Smith, D J Gower, G A Hick, M R Rampakash, C C Law, D R Pringle, A Mutton, N A Mather, P J Newell, H R Morris.

Pakistan (from): Javed Miandad (captain), M A Javed, R A Khan, S A Mushtaq, Salmi Malik, Izzamam-U-Haq, Waqar Younis, Aqib Javed, Atta-ur-Rehman, Mushtaq Ahmed.

Umpires: K E Palmer and M J Kitchen. TELEVISION: BBC2 10.30-13.05 and 13.35-18.30; Live coverage: BBC2 23.15-23.55; Highlights.



Birthday boy: Gooch celebrates his 39th birthday at Headingley yesterday with Smith, the England batsman, looking on

Gooch can be a stubborn man when personally affronted. While Cowdrey may agree with his sentiments, however, he will not wish to undermine further the fragile confidence in the refereeing system by endorsing the complaint against Hunte.

Sir Colin was in Leeds yesterday in an ambassadorial role. He accompanied Clyde Walcott, who is resuming as referee for today's match, when he had his regulation meeting with captains, managers and umpires. Cowdrey's input to the meeting is likely to be closely scrutinised.

The Yorkshire club, meanwhile, has taken precautions against trouble off the field. On a ground that is no stranger to spectator scuffles, and where racist chanting has been heard too often, there will be a strict limit on the amount of alcohol each spectator can take in, and policing levels have been increased. Receipts are already a ground record, with £570,000 taken up to yesterday, but tickets are available for all days.

Speaking at a sportswriters'

lunch in Leeds, Mahmood said: "We would not like to leave any bad memories behind irrespective of the result of the series. What happened at Old Trafford was very minor compared to some past incidents. In 1954-5, when Pakistan played England, one of the umpires [Idris Beg] was manhandled and put in the shower.

Told that this was repudiated

by the prevailing view among players in England, Mahmood said it "had not crossed his mind". He added that it would have cast aspersions on Conrad Hunte, the ICC referee. "I affirm that we accept ICC principles and jurisdiction," he said.

"I see no reason why the tour should not go on in the right spirit or why anyone should be unhappy with us. The relations between the two teams are very friendly."

"Gone are the days when the umpire's decision was regarded as final and the player walked away. Now there is definite suspicion in

the minds of players that umpires are going to give an advantage to the home side. You see individuals from all countries arguing with umpires and some batsmen refusing to walk. There has been a lot more pressure since the Packer revolution.

"I would be the happiest person if at the next ICC meeting, England could argue the case against neutral umpires and point to the success of the officials in this series."

"We have conducted two series in Pakistan under neutral umpires with success. They have independent judgment as to the difference between a short-pitched ball aimed at the body and one aimed at taking a wicket."

Test preview, page 28

BY IVO TENNANT

## Leeds move for Rocastle with £2 million offer

BY IAN ROSE

ENGLISH football's traditional summer spending spree is likely to begin belatedly but in earnest, today, with the transfer of David Rocastle from Arsenal to Leeds United for a fee of £2 million.

The England international midfield player flew to Dublin yesterday afternoon and opened formal negotiations with Howard Wilkinson, the Leeds manager, before watching the Football League champions begin their pre-season preparations with a friendly game against a local team, Shelbourne.

Wilkinson contacted George Graham, his counterpart at Arsenal, yesterday morning to enquire about Rocastle's availability after he had decided to abandon his attempts to sign Trevor Steven, the England international, who is anxious to return to Britain after spending the past two years in the French first division with Marseilles. But for a protracted, at times unsavoury, wrangle over unpaid wages and bonuses between Steven and Bernard Tapie, the Marseilles chairman, the player would almost certainly have joined Leeds in a £2.5 million transfer earlier in the week. Ironically, as Rocastle was beginning his journey from London to Dublin, a Marseilles spokesman was announcing that a deal had finally been struck.

"We do not want to lose Geoff," said Ron Noades, the Palace chairman. "He won't have to ask for a transfer before we would let him go."

With Leeds' interest in Steven now at an end irrespective of whether or not Rocastle decides to move north, it is thought possible, if not highly probable, that Graeme Souness, the manager of Liverpool, may attempt to sign him for the second time in three years. Souness, who is currently in Italy with his first team squad, bought Steven from Everton for £1.5 million in 1989 when he was in charge at Rangers and he has made no secret of his admiration for a player he recently described as "first class".

Money is, at present, in rather short supply at Anfield, but Souness will be given permission to make an official bid for Steven if Ray Houghton agrees to join either Chelsea or Aston Villa. Both clubs have already agreed to meet Liverpool's asking price of £900,000. However, there is still an outside chance that Steven may be persuaded to return to Everton, a possibility which he acknowledged yesterday: "Everton and Liverpool are both big names and not the sort of clubs you turn your nose up at. To be honest, I do not really know what is going to happen. Nothing is straightforward at Marseilles. It is all very unsettling."

If Howard Kendall, the Everton manager, was to make a serious attempt to lure Steven back to Goodison Park, he would almost certainly have to sanction the sale of Peter Beardsley, the former England international who is wanted by Newcastle United, one of his former clubs. Peter Beardsley, the Everton winger, yesterday announced that he would be joining Southampton as part of the deal which has taken Barry Horne to Goodison Park just 24 hours after rejecting a move to the south coast club.

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Rocastle: on the move

## Walkout threat denied

BY IVO TENNANT

KHALID Mahmood, the Pakistan manager, denied the suggestion yesterday that he and his touring party would have flown home had the International Cricket Council (ICC) taken strong action against them after the headline-making incidents during the third Test at Old Trafford.

Told that this was repudiated

by the prevailing view among players in England, Mahmood said it "had not crossed his mind". He added that it would have cast aspersions on Conrad Hunte, the ICC referee. "I affirm that we accept ICC principles and jurisdiction," he said.

"I see no reason why the tour should not go on in the right spirit or why anyone should be unhappy with us. The relations between the two teams are very friendly."

"Gone are the days when the umpire's decision was regarded as final and the player walked away. Now there is definite suspicion in

the minds of players that umpires are going to give an advantage to the home side. You see individuals from all countries arguing with umpires and some batsmen refusing to walk. There has been a lot more pressure since the Packer revolution.

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Test preview, page 28

BY IVO TENNANT

## Golf leads race for Olympic inclusion

THE TIMES tomorrow includes a 20-page supplement on the Olympics, with exclusive comments from Roger Black, Britain's 400 metres medal contender, expert analysis of the great events in Barcelona, and a day-by-day television guide

and 5,000 officials. Maxim.

This means that there has to be some serious pruning.

Another addition is triathlon, though this would presumably be in a straight swap for modern pentathlon, a splendid, but expensive, minority sport, promoted by de Courteville, that will probably die if removed from the Olympic arena.

The commission was dis-

mayed when it overruled this

Chairier, whose negotiations over several years achieved the restoration of tennis, is in no position to disclose which sports are vulnerable. In my opinion, with no prompting, these include shooting, as being morally contradictory, and fencing and archery, more because of low numbers of participating nations and limited television potential.

"We clearly have a huge problem," Chairier says. "My mission from Samanarch is to produce answers by the time of the congress. It is important that our decisions are supported, other than adjustment in detail."

The commission was dis-

mayed when it overruled this

week by the executive board on the inclusion of curling for the winter games of 2002 (or for 1998, if Nagano accepts). The commission had not recommended this. Women's ice hockey is to be added in 2002, and in the wake of this decision there is bound to be a demand for women's field hockey and football. The Fifa women's World Cup is a substantial competition.

Doctor Jacques Rogge, of Belgium, president of the European Association of NOCs, yesterday called for additional staff for Gilbert Felli, the sports director, whose job includes travelling the world to digest the opinions of the various federations, inside and outside the Games.

Test preview, page 28

BY IVO TENNANT

Before anyone jumps to the conclusion that the IOC is dallying, accelerating towards self-annihilation by feeding its disease of gigantism, Chairier quickly points out that his brief from Juan Antonio Samaranch, the president, is to produce by the time of the congress of 1994 in Paris, concise plans that limit the programme to 10,000 athletes

and 5,000 officials. Maxim.

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Another addition is triathlon, though this would presumably be in a straight swap for modern pentathlon, a splendid, but expensive, minority sport, promoted by de Courteville, that will probably die if removed from the Olympic arena.

"It wasn't actually a great routine, but she did well with the grinning and waving," said one dispassionate expert. Grinning and waving is, of course, an important part of women's gymnastics. Presentation is crucial in all these odd, arbitrarily-judged sports.

The leading contender this time, not for gold but for Olga-hood, is a ludicrously small, broken-toothed North Korean person called Kim Kwang Suk. She stands 4ft 7in, weighs less than five stone, and said: "Being small makes me fly."

Standards have risen hugely, though as the tumbles and tricks have got more and more technically brilliant, and the grinning has got more and more frenetic, Olga has wowed the world with her back somersault on the beam, but every realm of speculation.

She has little chance on known form — and all arbitrary events tend to run on

body does that old thing these days.

The sport has advanced that far, and it continues to do so.

Indianapolis was unprecedented. To blind you with science, it involved a Taechev into a Marinitch, two dramatic moves from men's high bar never seen before in women's gymnastics. No man had performed the two in combination.

Kim is among the favourites for gold on the asymmetric bars. But if she has not upgraded her routine since Indianapolis, she will not have a hope here. She missed the world championships this year, so whatever she has — innovation, injury, weakness or, horror of horrors, the onset of puberty — remains in the realms of speculation.

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known form — of winning the individual overall gold, the blue ribbon of her sport. But that is no problem in terms of Olga potential. Olga never did it either.

But it is Olga's legacy that remains. It was she that lit the torch. There are now more than 1,000 gym clubs in Britain, with more than 70,000 members.

Worldwide, the sport is still inventing itself, as performers like Kim push back the boundaries. Worldwide, the sport continues to fall back on cuteness, grinning and waving.

The sport searches for another Olga, and so we get stage-managed imitations of her spontaneous charm. Why imitate the inimitable? We are as likely to get a new Olga as a new Pavlova. Any dancer can do the steps these days — but that is not what it is all about, is it?

Test preview, page 28

BY IVO TENNANT

## Blood tests to start by 1994

FROM JOHN GOODBOY  
 IN BARCELONA

FRANK Dick, the British Athletics Federation's director of coaching, yesterday said that although there would be foreign competitors taking part in the Olympic Games who had taken drugs to improve their performances, the situation had improved since Ben Johnson was found positive after the infamous 100 metres in 1988.

Dick welcomed the probability that blood samples, and not urine, will be analysed for banned substances from the 1994 Winter Olympics. Dick said that this would mean that drug-taking would get close to "zero level" in this decade.

Dick was reacting to the announcement yesterday by Prince Alexander de Merode, the president of the medical commission of the International Olympic Committee (IOC) that "blood testing, which is a more rigorous method of analysis than urine, would be introduced in two years.

Prince Alexander said that the IOC had consulted with representatives of leading religions and had been reassured that they would not object to small pinpricks of blood being taken from the ears of competitors.

Dick pointed out that since Seoul, not one women's athletics world record had been broken, outdoors. Dick said: "Our values have been denied because of drugs, and now real values are being reassessed." □

## MORSE Sun's new SPARCstation 10.

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BOOKS p5  
Fact in the  
fiction:  
Muriel Spark  
on herself

# LIFE & TIMES

THURSDAY JULY 23 1992

## Lights, camera, Act One

As *Noises Off* transfers to the screen,  
Geoff Brown wonders why film-makers  
persist in the tricky art of adapting plays

**R**emember *Noises Off*, Michael Frayn's hilarious play about a farce company in turmoil? The curtain first rose on a fraught rehearsal of "Nothing On", a trouser-dropping epic beginning its trawl through the English provinces at Weston-super-Mare. Ten years after its London debut, Frayn's play has crossed the ocean, crossed media and hit Hollywood. In the film version, Weston-super-Mare is transformed into Des Moines, Iowa. Unlikely Goole, the location for Act Two, is now, improbably, Miami Beach, while Stockton-on-Tees, the play's final port of call, has metamorphosed into Cleveland.

Most improbable of all in the celluloid *Noises Off*, the dismal farce which embarks Frayn's players manages a triumphant show night on Broadway ("London's Smash Sex Farce" an advertisement reads); though one branches at the prospect of Frank Rich's review in *The New York Times*. The film's acting troupe is American, save for Michael Caine and Denholm Elliott; the director is that well-known connoisseur of British stage farces, Peter Bogdanovich.

This picture was much more difficult than any other picture I've ever done," he has declared. No wonder. For in trying to film Frayn's intricate play, with its maze of telephones, bedroom doors, nightdresses and (the farce's chief prop) plates of sardines, Bogdanovich was attempting the impossible. He made life no easier by pushing this homage to a peculiarly British genre across the Atlantic. The noises off in this *Noises Off* signal a collision between warring media and cultures, which leaves Frayn's play at best tarnished, and it's never mangled.

So why do film producers spend their time bashing and diluting stage material, when every other person in Los Angeles has a movie script to pitch, an unproduced script to hawk? It cannot be through any expectation of huge box-office returns. In the past 20 years of stage-to-screen transfers, only a few have raked in sheave amounts: *One Flew Over The Cuckoo's Nest*, *Amadeus*, *Driving Miss Daisy* and the sickly *On Golden Pond*.

Yet still they come bounding over the footlights. Entering production soon is Ariel Dorfman's *Death and the Maiden* and Christopher Hampton's *Total Eclipse*. Round the corner lurks Robert De Niro, directing his son in *Chazz Palminteri's A Bronx Tale*, Craig Lucas's fairytale play about romantic love *Prelude to a Kiss*, and David Mamet's all-talking, all-swinging *Glengarry Glen Ross*, which will close this year's Edinburgh Film Festival.

Although you might not guess it

from this capering, low-budget *Noises Off*, one reason for the theatre's appeal in cinema's need for prestige and dignity. When a producer wants to reach those older audiences unlikely to be wowed by *Friday the Thirteenth Part IX* (currently in production, I regret to say), the theatre, like the serious novel, remains on permanent call. Broadway's worst plays come with built-in appeal to discerning spectators: why, they might even have won the Pulitzer prize, like *Glengarry Glen Ross*.

This is part of an old tradition. Right from the nickelodeon days, theatre gave the rude, upstart medium an easy means of acquiring a cultural veneer: France's Société Film d'Art blazed the trail in the 1908, presenting Sarah Bernhardt and other luminaries in pocket editions of their stage successes. Other European countries followed; Britain chipped in with Beethovens *Tree in Henry VIII*, mounted in 1911 with untold ballyhoo.

Over in the United States, Adolph Zukor, buoyed by distribution profits from Bernhardt's *Queen Elizabeth* (1912), paved the way for the creation of Paramount with a company dedicated to "Famous Players in Famous Plays". The American success of *Queen Elizabeth*, four reels long, also helped nudge the fledgling industry towards feature-length films. Exhibitors, previously thought audiences could not sit still for more than ten minutes.

**P**resige is only one reason. Sometimes the theatre generates a whopping hit that cannot be ignored: a Neil Simon play, or in times gone by a rabid farce like *Abie's Irish Rose*, or *Room Service*, a popular 1930s farce acquired by the Marx Brothers by RKO for what was then a record sum of \$255,000. Now, film deals are sometimes struck before plays even open. *Noises Off* – successful in London, New York, even in Ireland – loomed for almost a decade as a tantalising property, though it is a huge pity that our own film industry could muster neither the finance nor the imagination to attempt its own version.

At other times playwrights and actors forge a dynamic style that hits a public nerve. After his success with *Waiting for Lefty* and *Awake and Sing*, Hollywood quickly courted the writing skills of Clifford Odets, the Group Theatre's darling. Various movie folk, from Gary Cooper's manager to the director Lewis Milestone, began putting money into the company's plays. Hollywood later lured on Mame's one-act play *Sexual Perversity in Chicago*. Some are so keen for cultural elevation, they might even take a salary cut.

The film of *Noises Off* hardly offers its cast cultural prestige, though it does give motley players

roots had to be siphoned through Houghton Mifflin censorship. Plays come to celluloid with theatrical advantages over other outside material. Unlike some serious novels, there are no labyrinths of eccentric prose for adaptors to scoop away. The dialogue is in place, the characters and conflicts already primed for big screen exposure. It is not as though the scriptwriters were wrestling with a *Naked Lunch* or *Flaneurs Wake*. Often the scriptwriters are the playwrights themselves, who engineer deals along with the sale of the film rights, though their work might stop after the first draft.

Plays also carry actor appeal. An increasing number in America tread the boards between movies to flex their muscles and gain the respect that is unlikely to follow if they co-star repeatedly with Sylvester Stallone and a dog. Equally, actors can be easily enticed by filmed adaptions of intelligent stage material. Hence, no doubt, the appearance of Rob Lowe, the brat pack heart-throb, six years ago in *About Last Night*... based on Mame's one-act play *Sexual Perversity in Chicago*. Some are so keen for cultural elevation, they might even take a salary cut.

As Two, where the farce's performance collapses under the actors' vendettas, suffers especially from intrusive cutting and camera movements. With our attention yanked

like Carol Burnett, John Ritter and Christopher Reeve an unusual chance to run the gamut of high-speed British farce. To aid his Herculean task, Bogdanovich drew on Michael Blakemore's original blocking, devised for the London and New York productions. Before shooting began, Blakemore's assistant, Elizabeth Cameron, walked the cast through the pratfalls and piroquets with telephones, door handles and recalcitrant sardines. They learned their lessons well, and pitch in with spirit. Michael Caine is a special pleasure, dripping with world-weary irony as the play's harassed producer.

At

the

pre

viewing

screening I attended, Frayn himself sat at the back, laughing decently at his own lines, many of which have indeed been retained by the adaptor, Marty Kaplan. Yet ultimately *Noises Off* resists to sit easily on the screen. Although it sometimes succeeds in spite of itself, there are so many hurdles to total enjoyment from Carol Burnett's bizarre British accent as Mrs Clackett (the housekeeper character in "Nothing On") to the ugly reddish-brown theatre set, from which there is no escape.

Act Two, where the farce's performance collapses under the actors' vendettas, suffers especially from intrusive cutting and camera movements. With our attention yanked

here and there, the moves and gestures so carefully blocked out become lost in the scrum. Needless complications also arise through a soundtrack echo, added whenever the dialogue of "Nothing On" is heard from the auditorium. The final score in this media battle must be Theatre 3, Cinema 0.

This should be no surprise. Look at the gulf separating the two. Theatre thrives on intimacy and confined spaces. Cinema itches to dazzle us, to rove and jump beyond studio interiors – in this case clear across the Atlantic. Modern trickery and the camera's eye can make

the impossible appear real: this is cinema's basic power. Theatre uses flesh-and-blood actors, not phantoms of technology, yet perversely glories in artifice: flowery language, farcical plots cut from a basic pattern, sets constructed from a few flats and shadows.

The theatre dramatist is essentially a minimalist, carefully manipulating exits and entrances, squeezing his subject to fit the stage's confines. But the cinema dramatist thinks big. He can tap at the keyboard, "Long shot. The Eiffel Tower, engulfed in flames, collapses on Genghis Khan's army", and if the budget is there, it happens. Cinema relishes hubbub, speed, rapid changes of scene. Theatre likes careful pacing, a spotlight's slow fade to black.

Should we the never meet, then?

Of course not. For one thing, we need the cinema to document theatre for posterity. Where else can we now turn to get a glimpse of Sir Johnstone, Forbes-Robertson's Hamlet, or other stage triumphs captured on film early in the century? As a mirror of history such films may mislead and distort; they are silent for one thing. But they beat staring at static photographs.

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**ABC PROMS** 80s: John Tavener has already had works premiered at Aldeburgh and Cheltenham this summer. Tonight there's the London premiere of another new work, *Like Ten Thousand Miles*, by Michael Head, who has as his (the son of the Beloved) seen a text by the Orthodox abbe, Mother Theda. Richard Hedder conducts the BBC Welsh Symphony Orchestra, the BBC Welsh Chorus, the British Singers, the Choral Union Choirs and soloists Patricia Rozario, John Marc Alsop and Andrew Murgatroyd. The other work on the programme is Beethoven's *Piano Concerto No 5*, with John Lith as the soloist. Royal Albert Hall, Kensington Gore, London SW7 1077-823 9998, 7.30pm.

**THE ORDER OF MERIT:** After the Order of Merit was founded in 1902, Edward VII thought it would be a good idea to have a competition for the award of 24 original members from William Strang. In 1988 the Queen decided to renew the custom, though this time competition was restricted to British recent deaths and replacements; the new series now amounts to 27, and all are on show along with four of the original Strangs. With a show of the original 2000 entries, the new acquisitions, which ranges from Sir John Hall to Tom Phillips to Brian Rix by John Bratby, and John Kobal by Andy Warhol to Sir John Betjeman by Sir Markham, National Portrait Gallery, St Martin's Place, London WC2 071-306 0095. Mon-Fri, 10am-5pm, Sun, 2-6pm, opens today Sept 20.

**W. ANGELS IN AMERICA:** Trading performances in Tony Kushner's fascinating state-of-the-Union drama on AIDS, religion, politics, everything. National (Coriolanus), South Bank, SE1 071-928 1532. Tonight-Sat, 7.30pm. £15-£18. £13.50 concessions.

**DEATH AND THE MAIDEN:** And Death's own recording produced drama on the longing for revenge; Geraldine James, Michael Byrne and Paul Freeman. Duke of York's, St Martin's Lane, WC2 071-836 5122. Mon-Sat, 8pm, mat. Thurs, 8pm, Sat, 10pm-12.30pm.

**DEARML:** Jimmy Pursey 26 years on Osborne's here rents and whimpers but in a vacuum - and Peter Egan seems too good-hearted to be the angry Old Man. Donmar Warehouse, Old Vic, 071-867 1045. Mon-Sat, 7.45pm, mat. Thurs, 8pm, Sat, 10pm.

**THE DYNASTY:** Kade Mitchell's thrillingly convincing Hades in the community where the supernatural presences in all sides. Joanne Pearce superlative as the Queen of the Dead. The Vaudeville, Silk Street, EC2 071-856 8891. Today, 2pm, 7.15pm.

**GRAND HOTEL:** Musical barley sugar. Berlin in the Twenties. Sentimental, American, entraînante. Dominion, Tottenham Court Road, W1 071-589 9282. Mon-Sat, 8pm, mat. Thurs, 8pm, 2.30pm, 7.45pm.

**IT'S A JACK A POKER:** A little witty and unpredictable. Jack's crime to the top, set in the world of rock bands and packed with Status songs. Ambassadors, West Street, London WC2 071-836 6111. Mon-Thurs, 8.15pm, Fri, Sat, 8pm and 9.30pm and 8.30pm, 12.30pm.

**THE MADNESS OF GEORGE:** Nigella Lawless in a little life as the amorous King in Alain Boublil's intriguing, slightly puzzling play. National (Coriolanus), South Bank, SE1 071-928 2232. Today-Sat, 7.15pm and 7.30pm. 17.00pm.

**A MIDSUMMER NIGHT'S DREAM:** Acted in a pool of mud, Robert Lepage's production is long and tiring but rewarding. National (Coriolanus), South Bank, SE1 071-928 2232. Tonight-Sat, 7.15pm and 7.30pm.

**A MIDSUMMER NIGHT'S DREAM:** Ian Talbot's jolly production, full of

### TODAY'S EVENTS

A daily guide to arts and entertainment compiled by Keri Knight

### ALVIN AILEY AMERICAN DANCE

**THEATRE:** The Alvin Ailey troupe was founded by the late Alvin Ailey in 1958 to many modern dance traditions in 1958 to the experience of black America. The repertoire features music from the music of the blues, jazz and spirituals, and can always be counted on to provide an evening of accessible entertainment. This is the company's first tour to the UK since 1986, with recent deaths and replacements, the new series now amounts to 27, and all are on show along with four of the original Strangs. With a show of the original 2000 entries, the new acquisitions, which ranges from Sir John Hall to Tom Phillips to Brian Rix by John Bratby, and John Kobal by Andy Warhol to Sir John Betjeman by Sir Markham, National Portrait Gallery, St Martin's Place, London WC2 071-306 0095. Mon-Fri, 10am-5pm, Sat, 10am-6pm, Sun, 2-6pm, opens today Sept 20.

### THEATRE GUIDE

Jeremy Kingston's assessment of theatre showing in London

■ House full, returns only

■ Seats still available

■ Seats at all prices

rough and tumble and overgrown comedy. Dromedary Land plays Bottom, Open Air, Regent's Park, NW1 071-486 2431. Thurs-Sat, 8pm mat. Sat, 2.30pm, 7.15pm.

■ ALVIN AILEY AMERICAN DANCE: The Alvin Ailey troupe is back on the London stage for the first time this year. The Alvin Ailey American Dance Theater is the company's first tour to the UK since 1986, with recent deaths and replacements, the new series now amounts to 27, and all are on show along with four of the original Strangs. With a show of the original 2000 entries, the new acquisitions, which ranges from Sir John Hall to Tom Phillips to Brian Rix by John Bratby, and John Kobal by Andy Warhol to Sir John Betjeman by Sir Markham, National Portrait Gallery, St Martin's Place, London WC2 071-306 0095. Mon-Fri, 10am-5pm, Sat, 10am-6pm, Sun, 2-6pm, opens today Sept 20.

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Cinema: *Beethoven*, *Universal Soldier* and re-issues of *Peter Pan* and *The Thief of Bagdad*, reviewed by Geoff Brown

## Pedigree charmer finds good home

**L**udwig van makes no appearance in *Beethoven* (Plaza, U). The similar character is a dog, a St Bernard dog. He begins as a fury bundle, who escapes from animal experimentation fields and walks into Charles Grodin's well-ordered suburban life at seven o'clock one Saturday morning. Then he grows and grows, to 180 pounds.

"I had a schedule and now it's gone!" Grodin shrieks. In its place come domestic chaos, filthy pawmarks, chewed upholstery, drools, stinks, and doggy dildums. By the end, though, Beethoven has followed in Lassie's footsteps, righting wrongs and spreading joy round the whole community of Valley Vista (clipped lawns, clean streets, piercing blue skies). The villains are seen off, and Beethoven's upright new owner — father, naturally, of three wholesome children — unwinds sufficiently to become a Better Person. The end.

This is standard family fare, neither better nor worse than countless predecessors that used to sweep through cinemas each summer, filling up an hour and a half but leaving no trace in the mind. In the Sixties, many starred Dean Jones, Disney's archetypal young married man. Now this veteran of *That Darn Cat* and *The Ugly Dachshund* returns on the devil's side, beaming through thick glasses as the nasty Dr Varnick, Valley Vista vet and animal thief. Grodin, filling Jones's old shoes, makes the best of the script's flimsy lines and delivers his usual routine of well-mannered discomfort: an amusing performance, though most youngsters' eyes will probably be fixed on the dog.

The supply of family movies has fallen off sharply recently. Hollywood has after adolescents' penises, and seems badly disinterested in the moppet market. *Beethoven*, briskly directed by Brian Levant, never exerts much imagination in telling its tale, and will hardly help forge the film buffs of the future; but in a dry season for U-certificate fun, it deserves a few welcoming barks.

*Universal Soldier* (Odeon Leicester Square, 18) plunges us back into the dark adolescent swamp. Two Americans, at war with each other in Vietnam, are killed and

resurrected as robotic soldiers under a deadly secret government defence plan. The nice one rebels and decamps into the arms of a blonde, sassy television reporter; the other, Mr Nasty, stomps off in pursuit, breaching fire. Bodies get punched, punctured, hauled into windscreens and jukeboxes. Ears are sliced and strung on a necklace; vehicles explode in the Grand Canyon. An everyday story of American life.

With computer-programmed corpses as characters, the higher acting skills are not required. This admirably suits Jean-Claude Van Damme and Dolph Lundgren, karate champions-turned-action-movie-kings, whose best audiences are the video remers keen to bring

### 'In a dry season for U-certificate fun, Beethoven deserves a few welcoming barks'

daughter and rippling muscles into their living rooms. The script allows for a little self-parody: Van Damme's foreign accent comes in for a poke, and he strips cowed to show his physique ("I have to cool down. I need ice"). But mostly it is the usual mixture of numbingly mundane talk and preposterous situations.

The past films of director Roland Emmerich have occasionally been enlivened by cinematic in-jokes. Here, in his first major American venture, he seems always to keep youngsters happy. Musically, the film is most notable for two signs of times past. One is a horrid mother song worthy of Al Jolson; the other is a jolly number explaining what makes Red Indians red. Politically Correct adults, be warned.

Another children's favourite, Korda's *The Thief of Bagdad* (U), returns for two weeks at the Barbican Cinema in a print restored by the National Film Archive with help from the National Heritage Memorial Fund. No image scrubbing can

dead should be left sitting up. Back to childhood innocence now for Disney's *Peter Pan* (Odeon West End, Odeon Marble Arch, U), always a mixed blessing, first released in 1953. Or is it so innocent, 40 years on? Some sequences may seem a touch perverse. Take Tinker Bell, the fluttering pixie with red lips, blue eyebrows and white pom-poms on her feet, wriggling her burgeoning hips through a keyhole. Take the mermaids, pink from the waist up, turquoise below, breasts highlighted by shells and starfish.

Disney's thoughts may have been dorme, but lurid kischis bubble up through the animators' pictorial style.

These, however, are subsidiary characters in Disney's assault on Barrie. For the most part, we are in the company of pixie-eared Peter, squeaky-clean Wendy and the bufoon Captain Hook. Wendy and the other children look as dull as ever, while Wendy's vowels are so refined that she often sounds like Anna Neagle. "John, Michael, take off that warpaint and get ready for bed!" she bleats. This prissy school-marm voiced by Kathryn Beaumont, does not deserve Never Land.

But the good Captain, given Hans Conried's voice, remains a marvelous creation. With his gleaming hook, jutting nose, plumed hat and spindly frame, he is a gift for Disney's animators, far more effective than his flesh-and-blood rival, Dustin Hoffman, in Spielberg's *Hook*. The crocodile, clock ticking inside, is another delight: the final chase between the two inspires by far the film's best animation.

Elsewhere, *Peter Pan* rarely hits the visual heights, though with Hook, the crocodile and the Lost Boys there is always enough to keep youngsters happy. Musically, the film is most notable for two signs of times past. One is a horrid mother song worthy of Al Jolson; the other is a jolly number explaining what makes Red Indians red. Politically Correct adults, be warned.

Another children's favourite, Korda's *The Thief of Bagdad* (U), returns for two weeks at the Barbican Cinema in a print restored by the National Film Archive with help from the National Heritage Memorial Fund. No image scrubbing can



Family: the canine star of *Beethoven* and his adopted humans, including Charles Grodin (right)

obscure the tarnished look of some special effects, which won an Oscar in 1941. The sky has a crease; optical work gives characters a blue edge; you can even see the join in the Djinn's wig.

Yet if there is nothing here technically to worry *Terminator 2*, enough fairy-tale dash remains. The onset of war disrupted production,

but Korda pressed on merrily. "Build it four times as big and paint it all crimson," he told his set designer brother Vincent. George Perini's subtle Technicolor photography makes a tasty meal of the opulent palaces, the shimmering costumes, and June Duprez's red lips. Conrad Veidt's wicked Jaffir aside, this is not a film of incisive acting (having six different directors could hardly have helped). But Sabu is always endearing, and John Justin's Prince Ahmed runs Duprez's Princess fairly close for prettiness. At the film's best — Sabu scaling the spider's web, for instance — the Korda spell still works, and children's eyes should open wide.

Conrad Veidt's wicked Jaffir

### COMMENT: THE VENICE BIENNALE

## Our (old) man in Venice

**A**t a time when the Turner Prize has ruled anyone over 50 out of the running, senior artists seem to be barred from an increasing range of prestige art events. So Richard Hamilton's selection as Britain's representative at the Venice Biennale next year is a great surprise — and a triumph for opponents of ageism.

At a venerable 71, he will be by far the oldest occupant of the British Pavilion in living memory. His immediate predecessor, Anish Kapoor, was almost half Hamilton's age, and could hardly have been further removed from the Pop Art movement which first established Hamilton's reputation internationally.

Why, then, has the Grand Old Man of British Pop suddenly been given star status at Venice? He ought to have tried to have exhibited there in 1968, when Pop was at the zenith of its early fame. But Hamilton probably counted himself lucky not to be chosen then. Student agitation during that heady summer was a potent force, bent on demolishing what one Biennale visitor described as "a clear manifestation of international art politics, bourgeois art dealing, and promotion tactics". Since many pavilions closed down, the entire extravaganza lost its meaning.

A quarter of a century later, Pop lies safely embalmed inside the history books. What might the secessionist Hamilton offer the 1993 Biennale, to persuade visitors of his continuing pertinence? If his current retrospective at the Tate Gallery is any guide, he will present a far darker and more disillusioned vision



Hamilton: now 70

already declared that the show's theme will include "human and natural entropy (Aids and ecology), marginalisation, racism and survival".

Far from appearing anomalous in this company, Hamilton may even emerge as a precursor of the young generation's attempt to deal with such polemical matters. His contribution is unlikely to evade controversy.

With any luck, Hamilton's work could provide an ideal corrective to the traditionally nationalistic bias of the Biennale. Hamilton will have nothing to do with rampant patriotism, expressed so shamelessly at the last Biennale by France's declaration that their new pavilion "is an affirmation of the modernity of France vindicates a modernity that it would like to apply in the field of economic endeavour".

Fashion models, rock singers and Chrysler cars have been replaced by far more common figures, drawn from the lacerating conflict in Northern Ireland. Margaret Thatcher appears on a video screen, hanging over a bed in a bleak hospital interior. And the Gulf war is dissected in a painting of Peter Snow's *Newsnight* sandpit filled with toy tanks, while the blood of the conflict's victims oozes out of the television set.

Nobody knows how Hamilton will fulfil his promise to produce a new work especially for the British pavilion. But he might come up with a hard-hitting response to contemporary events. In this respect, he will be in tune with the young artists chosen for "Apero 93", the Biennale's international survey staged outside the pavilion.

This is organised in the main by the Rome-based critic Achille Bonito Oliva. He has

RICHARD CORK

### TELEVISION REVIEW

## Thinly dressed, even for the Caribbean

girl who had gone missing in the canefields and was being sought by anxious parents. The pursuit gave the piece dramatic oomph, as pursuits usually do. Even so, she and the rest of Michael Caine's cast had to toil hard to cover up the thin spots in pretty sketchy material.

Simon's Viv was in the Caribbean to teach the families of migrant workers to read and, perhaps more importantly, to unravel her own identity. Her mother (Sue

nine-year-old) film festival is a central event in the Israeli cultural year. The ebullient, sell-out audiences come from all over the country. Media coverage is extensive and fiercely partisan. The setting is spectacular: stone buildings with terrace and lawns sweeping down to the Valley of Hinnom, and the Herodian city walls and Mount Zion beyond.

There are really two festivals, in keeping with the inherent Israeli dichotomy of a culture formed by a variety of cosmopolitan influences, yet intensely nationalistic. At one level the international festival, in the words of its director Lia Van Leer, "recreates the world as a global village, depicting the dreams, the sounds, the sights and the problems of our time". At the same time the festival constantly renews its exploration of the Jewish experience as seen in films.

Every year brings some new, rediscovered treasure from the Jewish cinema past. *City Without Jews*, made in Austria in 1924, was for almost 70 years erased from history. The Nazis, for obvious reasons, endeavoured to destroy every

copy of the film; but one, like the infant Moses hidden in the bulrushes, somehow survived, to resurface now from the Netherlands Film Archive.

Nothing is known about the film's maker, Hans Karl Breslauer. The only recognisable name in the cast is that of Hans Moser, who went on to become a major Austrian-German comic star of the Thirties, but always managed to eradicate *City Without Jews* from his biography.

The story — from a novel by Hugo Bettauer who was murdered the year after the film was made — is an eerily accurate prediction of the Holocaust. The city of "Utopia" is in the grip of inflation, unemployment and rioting. ("Utopia" is recognisably Vienna, and Breslauer has ingeniously used documentary material of

the civic disorders of the first world war). The populace and opportunistic politicians find the scapegoat they need in the Jews, whose expulsion will, they are convinced, solve all the city's ills. The Jews of "Utopia" are consequently rounded up and shipped out of the city.

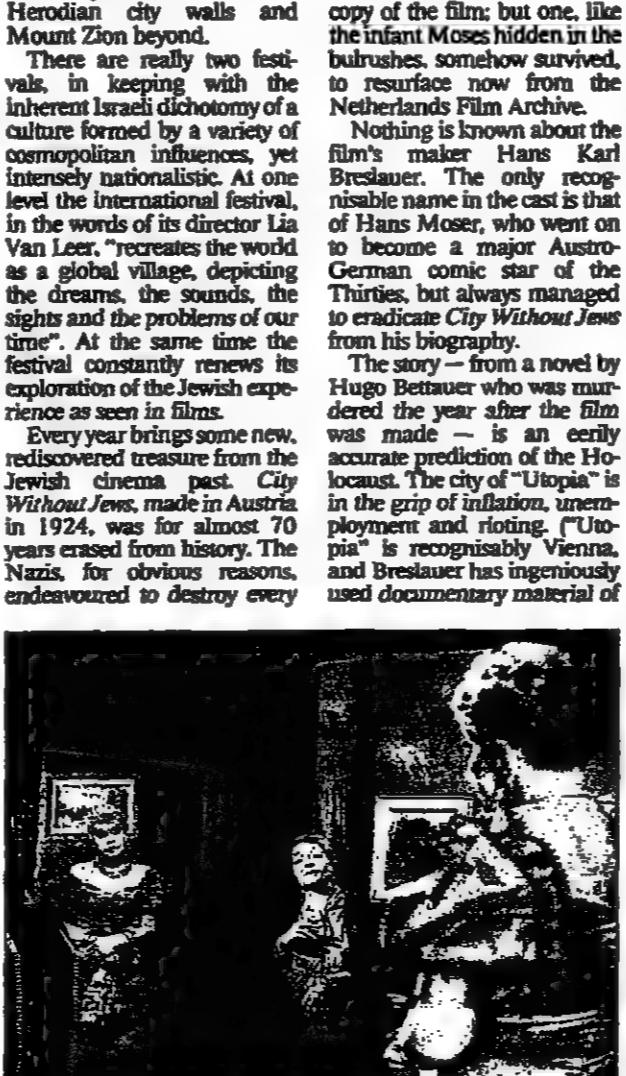
**T**he moment of things to come is breathtaking.

The politicians inveigh

### JERUSALEM FILM FESTIVAL

## Looking forward and back

David Robinson finds rediscovered archive films as rewarding as the new offerings in Israel's annual cinematic celebration



Subversive? Rivka Michaeli (centre) and Ada Valery-Tal in *Amazing Grace*, judged Best Israeli Film of the Year

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The politicians inveigh

against the children of Israel

who run the banks, the business

and the theatre; the crowds demonstrate and howl.

The police raid Jewish houses

and herd off their occupants to be bundled into trains.

The denouement, alas, is very unlike reality: the city discovers its dependence on the Jews and begs them to return.

An even more poignant

survival of the last moments of

a lost world is *Mamele*, a Yiddish film from 1938.

*Mamele* is an enchanting

Cinderella story, starring Mol

ly Picon as maid to a lazy and ungrateful family. Picon, who died recently, was a New York star who learned Yiddish for the stage and movies, and went on to be an international star: she is best remembered as the Matchmaker in *Fiddler on the Roof*. The charm of *Mamele*, with its vitality, rich characters and inventive musical numbers, remains intact.

Ironically, given the huge

contribution of Jews to world

cinema — they made Holly

wood and the classic Soviet

cinema alike — Israel itself has

never established a distinctive

film culture. The artistic crisis

in feature production is acute.

Film-makers and audiences

are bored with the old stories

about national history. Nor

does anyone want to go to the

movies to hear about the

Palestinian question. The re

sult is a dispiriting crop of low

budget, narcissistic films

about bed-hopping middle

class intellectuals, bohemians

and media people.

One of the best new Israeli

productions in the festival (and

subsequently named Best Is

raeli Film of the Year, Amos

Gutman's *Amazing Grace*,

effectively subverts this Tel

Aviv cinema of manners by

setting it in gay milieus.

Gutman's earlier films (*Drift*,

*Himmo King of Jerusalem*) have already established his distinctive flavour of a wit that is both mordant and melancholic. *Amazing Grace* observes the interaction of

young homosexuals and their relationships to their respective Jewish matriarchies.

Israeli documentarians can afford to be bolder in their choice of subjects. Several films, notably David Ben-Or's *Through the Veil of Exile*, unequivocally plead the cause of the Palestinians. Amit Goren's autobiographical *60 Was a Good Year for Tourism* is a funny, intimate study of traditional family ties unravelling by the processes of immigration, based on his own family's integration into American society.

Many of the films in the international section of the festival have been reviewed from other festivals. One discovery at least announces a major new talent, the 25-year-old Xavier Beauvois. The grimness of his first feature film, *Nord*, is likely to preclude wide distribution, but the talent is dazzling. Set in a cheerless bourgeois quarter of Calais, it is a study (with more than a hint of the bitterness of autobiography) of the disintegration of an alcoholic and his family. The director plays, with perfect conviction, the troubled, rebellious 17-year-old son through whom the tragedy is viewed.

The politicians inveigh against the children of Israel who run the banks, the business and the theatre; the crowds demonstrate and howl. The police raid Jewish houses and herd off their occupants to be bundled into trains. The denouement, alas, is very unlike reality: the city discovers its dependence on the Jews and begs them to return.

An even more poignant

survival of the last moments of

# Over the water to the office

Does the fun of commuting from France outweigh the drawbacks? Leonie Jameson meets families who have taken the plunge



NEXT year should see the establishment of a single European market, in which there will be free movement of goods and people. For Britons this opens up the blissful possibility of escaping from work on our crowded little island to a home in the open spaces and large holdings of France, where property is cheap and life is one long *baguette*.

However, many of those who have already taken the plunge warn would-be commuters that they must be prepared to become serious transports, familiar with every permutation of car-ferry-car, foot

passages and take the one that is most convenient.

Mr Crutchley, who is 32, bought his nine-bedroom town house, a former cafe, for £28,000 18 months ago, although he spent at least £7,000 in repairs and £3,000 in fees for the *notaire* and "endless bits of paper".

He felt that some of the locals did not want to encourage an English influx. "The first French bank I tried would not give me a mortgage," he says. "There was no good reason to turn down somebody who was applying for a mortgage for less than his salary and I had a strong suspicion, subsequently confirmed, that they just did not want to lend money to an Englishman who was earning more

than most people in Boulogne." Other local people have been more welcoming. Mr Crutchley's two best friends are his neighbours Gérard Belby and Michel le Frère, both in their seventies, who belong to the generation that is residually well disposed to the British. During the war, Monsieur le Frère was a *resistant* and Monsieur Belby fought with the Free French alongside the British. Mr Crutchley feels that modern Britons do

a great deal to undermine the goodwill of the French.

He explains: "I tend to avoid Boulogne town centre during the summer as I find the sight of Englishmen coming out of the pub and urinating against the wall beside people sitting out in cafés acutely embarrassing."

In gloomy moments he sometimes feels that French small-town life has not changed much since it drove Flaubert's Madame Bovary to despair and suicide in the mid 19th century. "Boulogne can be oppressively parochial," he says.

However, he enjoys the food and wine and the countryside, and his investment. "I paid much less for this house than the equivalent in England and my mortgage is only for 15 years." He can see why people are tempted to do what he has done, "unless they encounter the French bureaucracy."

Bob Collard, on the other hand, thinks that moving with his wife, Anita, and their two children, Stacey, aged eight, and Daniel, aged three, to St Omer in northern France is the best thing he ever did.

Mr Collard works on a shift system as a carpenter on P&O ferries and has cut down his commuting time from a 4½-hour drive from Dover to a one-hour ferry crossing and a half-hour drive home. The Collards moved from a two-up-two-down council house near Taunton, Somerset, to a converted farmhouse with three and three-quarters acres of land.

Mrs Collard says: "When I first moved in I used to lose myself with all the doors, but now I wonder how we ever managed in such a claustrophobic

"I have got to the stage of going out to restaurants with French people but it is a long time before they invite you to their home"



When in France: Simon Crutchley joins the locals in Boulogne for the traditional game of boules

house. Here we keep ducks and chickens and a cat, which is going to have kittens. We could never have done that in England." And all for £49,000.

The Collards looked at houses in Kent but found them too expensive. Before last October, Mrs Collard had never lived anywhere but Taunton, but she finds the isolation no worse than that experienced by any mother at home with young children. "Friends told my mother that they thought I was really brave to come out here," she says. "But I was used to Bob being away and I find it is a challenge."

Mrs Collard admits her French is terrible: "The French keep themselves to themselves, but they are quite friendly and say, 'Bonjour', and I have had offers of help from people down the road." She knows a number of English people in the village who are married to French partners.

Mr Collard would never go back and live in England. He has adopted a laid-back Gallic outlook. "If we do have hassles, we just shrug our shoulders," he says.

While the Collards slip into easy

country living, a woman at the vanguard of Britain's commercial commuters declares: "French bureaucracy is horrendous. You learn to live with it. End of story."

Sarah Lawson should know. She started her business Eurobureaux a year ago to help small English companies to set up in France. Her clients range from exporters of men's trousers to makers of concrete blocks.

**S**he had the idea after she had tried to buy some land in France for her previous employer and failed because there was no back-up. "There was nowhere where I could send a fax or receive telephone calls," she says. "Calais is the beginning of Europe and I could not believe there was not somewhere English business people could feel at home, make a cup of tea and find an English person answering the telephone."

Ms Lawson lives in a rented apartment in Calais and stays with her father in Wiltshire when she is in the UK. Her main travel grouse is that she has not found a ferry company that offers special deals specifically for business people.

"Calais is very provincial and I know that as an English 45-year-old divorced woman on my own I am regarded as an extraordinary phenomenon," Ms Lawson says. "Everybody is very pleasant and with my schoolgirl French I have got to the stage of going out to restaurants with French people but it is a long time before they invite you to their home."

Perhaps the most intriguing comment on the pros and cons of commuting to France are the reasons people gave for not wanting to be interviewed about it. Either they did not want the French authorities to know about their circumstances or they did not want any more British people to follow their lead.

A member of the latter group, commenting on the former, says: "Sounds like they have something to hide. If you play it by the rules, the French bureaucracy is no worse than anywhere else. And if you come to France hoping to replicate the way things are done in England, you're missing the point of the whole thing. But I'm all for anything that discourages people from moving here." You can't get more positive than that.

## Memoirs of the au pairs



### FIRST IMPRESSIONS

**T**he experiences of young men romantically adrift in Paris have long been a staple cliché of fiction and memoir. Not so the au pair experience, which for 50 years has been marking so many of their sisters.

Even purveyors of feminist "memory" seem not particularly interested, au pairing being too middle-class to count. But the au pairs have a story to tell.

Take Penny Roper Evans, who in the sweltering July days of 1949, ached in a coat with a velvet collar, a brown beret and gloves painstakingly bought on coupons, was descended at Dieppe to find that her French teacher's accent had been so English that she could understand nothing.

Standing at the Gare du Nord with *The Times* under her arm, she was met by Madame and ushered into

English reading from *Woman's Own*, sent weekly by her mother, and fended off the postman's demands for kisses before he handed it over. Monsieur and Madame then took an Italian holiday, leaving four unruly children and an Afghan hound to her care.

She had only the cook for support, and remote grandparents up the drive, whose only contact was to require the children to be dressed all in white and brought for Sunday tea.

The worst bit was when the dog died. Being English, she was frantic. However, when M. le Comte and his lady returned, "it was only a matter of passing comment": more interest being reserved for the children's bed school reports, "which led to a beating with a leather belt on wet bodies at bathtime, while their insolence to their mother and the girl went unpunished".

More recent stories echo Ms Nepean's bewilderment at the French willingness to leave young children to baffle foreign 16-year-olds; but as one observed (having been sprung herself from slavery in the Seine-et-Marne), "international subscriber trunk Dialling has revolutionised the lot of the au pair. When your mother asks you

about describing your life, she does tend to come over and get you." Most stories, however, are affectionate. Helen Pitcher, who cared for the youngest half dozen of 13 children in Chateaudun, valued the quaint old-fashioned atmosphere of a large family circle in which Madame's Down's syndrome sister often stayed as an honoured family member. Now her own daughter has stayed with the same family for years on.

Mary Shorten remembers Philippe-Hubert, aged six, whose bedtime was 10pm, who was not allowed sea bathing and who "knew, at his tender age, what foods were heavy for the stomach", and sat formally with his parents for exquisite meals. Every two weeks we were all on tenterhooks when there were the school tests. Had he done well enough to keep his place in the class? He also had to go to catechism classes, where all the children had to recite parrot-fashion the various tenets of the faith. Learning this with him, I can still recall certain phrases, especially "aimez-vous les uns les autres" (do you love one another?).

Philippe-Hubert and Ms Shorten kept in contact for years: she is 58 and he is 43, with three children of his own. And an English au pair, of course.

LIBBY PURVES

## Corner of a foreign field

An English gardener's handiwork is arousing local curiosity in Brittany

**F**rom a French garden in England to an English garden in France: Alan Mason has made it his business to prove the virtues of cross-Channel propagation. The eight-and-a-half acre garden he has created in Brittany, the subject of two Channel 4 documentaries starting tomorrow, is a showpiece for what has sometimes been called the most English of arts.

Mr Mason used to work as a garden manager at Bramham Park, Wetherby, a long-established embodiment on Yorkshire soil of the formal French style of landscape design perfected by André Le Nôtre at Versailles — perspectives defined by symmetrical blocks of woodland, geometrical patterns, and elaborate fountains and statuary.

His garden in Brittany is in the contrasting English tradition of sweeping greensward and flowing forms based on nature, with rich variety of flowers and shrubs clustered in calculated informality. The story of how he brought it into being, virtually in a single



Fine line in restoration: Alan Mason at his Manoir de la Chaussee, bought for three times what he intended to spend

bigger than he was looking for, and badly neglected.

"I was thinking in terms of £30,000, while this would cost £100,000 for purchase and tax," Mr Mason says. "It was quite ridiculous. But as soon as I looked out down the garden I knew there was no way I could let it go. There was a south-facing slope, half grass and half woodland, with two streams. Water supply can be a major panic, but I noticed that

this was in the bottom of a fairly sheltered valley, and it was quite green and verdant."

The apparently ridiculous project was made feasible with the help of British companies seeking to do business in France, and looking for a showplace for their own products. Mr Mason had also discerned the idea's potential for the small screen — he had already been a presenter for several television gardening

programmes. He is an external assessor at a Yorkshire agricultural college and recruited eight horticultural students to work at the manor for a month.

In April last year, Mr Mason and his team of students ripped away the undergrowth, prepared the ground for planting and laid 1,000 yards of turf. A regimented plantation of prime French poplars was cut back to represent a natural

woodland background, and a half-acre lake was excavated on the marshy ground where the felled trees had stood.

"Nurseries in France don't appear to have the array of plants that we take for granted here," Mr Mason says. "The 25,000 plants and shrubs came from Britain, and most were donated by friends and colleagues. Many of them are quite rare in Britain, and must

be just about unknown in France. I spent months making regular journeys across the ferry, with heavy trailers loaded with the finest plants."

French regulations meant that all these plants had to be planted out first for three months at Mr Mason's headquarters near Harrogate, where they could be regularly checked by agriculture ministry inspectors to ensure that there was no risk of pests and diseases being imported into France. Individuals importing a handful of plants would not be required to obtain the "phytosanitary certificates" necessary for a commercial gardener importing thousands of plants at a time.

**M**any shrubs were transported fully grown, and fast growing species such as *Verbascum*, tree mallow (*Catalpa bignonioides*) and day lily (*Haemerocallis*) were planted to create the effect of a fully fledged garden within months. By last August, when Mr Mason held a garden party to celebrate its opening in business, the show garden was in luxuriant flower.

With time and resources so limited, the plan had been to concentrate on the garden, and leave the house for ten or 15 years. But with help from sponsoring companies, the restoration of the house has gone much faster than expected, and by now much of it is habitable. Dry rot had made serious inroads into its timber joists, but the original builders had made such a

generous allowance for "decay factor" that it proved possible to cut the original beams back to sound timber without disturbing them.

Among the neighbours invited to the garden party were a number who were British. Mr Mason's own family home base is still in Yorkshire, but the television series depicts as a sub-theme the fortunes of several British families who have made their homes nearby. Some bought property intending only to use it as a holiday home, or as parking space for the caravan, and then found themselves so much at home there that they have moved south, altogether. Like the English pensioners flourishing at le Manoir de la Chaussee, they find that Breton soil suits them very well.

GEORGE HILL

• Le Manoir is on Channel 4 at 9.30pm on Fridays July 24 and 31.

SATURDAY

Four-page pullout: a driver's guide to France. Plus the best of Brittany and French holiday reading. Weekend Times

# Rich pickings, slender means

Victoria Glendinning enjoys the relish with which Muriel Spark translated the events of her early life into fiction

Muriel Spark says that as a girl she was "inclined to be fat". Her autobiography begins with descriptions of the delicious breads, the fresh butter, the perfectly brewed tea, which are her most vivid memories of childhood. As an adult, she claims to have become a hoarder. She loves piled-up details, and she loves names. She has, she says, a massive personal archive dating from the 1940s when she began keeping all notes, accounts, appointment books, address books, cheque-book stubs and correspondence.

This would lead one to expect a fat, dense and detailed autobiography. The reverse is true. The book is short and spare. There is perhaps a tension in Muriel Spark between fear and famine. In the early 1950s she became ill from under-nourishment; at the same time, she was taking dexedrine as an appetite suppressant. *Curriculum Vitae* is characteristically waspish, witty and wise. It is also markedly selective.

What concerns her above all, in this account of her life up to the publication of her first novel in 1957, is accuracy. She has relied on her archive — "the silent, objective evidence of truth" — supplemented for the early years by information from family and schoolfriends.

"Truth by itself is neutral and has its own dear beauty." Yet Muriel Spark the poetic fabulist must know better than most that there is more than one kind of truth.

The emphasis on factual accuracy is never defensive. She is angry about "absurd and false" statements about her published by people who should have known better. Chief among these is Derek Stanford, her companion of the early 1950s. He gets a terrible going-over in these pages.

Here, then, are some facts. She was born Muriel Cambert in 1918 in the Morningside district of Edinburgh, where cleanliness and

godliness were paramount and everyone was in bed by ten. Her father was a Scottish-Jewish engineer, her mother was English with some Jewish blood. "We often laughed at other people in our house", though not in their presence. Lively, red-haired Muriel was a "person-watcher" and an avid listener.

For 12 years, "the most formative years of my life", she attended James Gillespie's High School for Girls. She was taught by Miss Christina Kay, whose inspiring enthusiasm, pet phrases and "dazzling non sequiturs" were to be made immortal in the fictional person of Miss Jean Brodie. One of the many fascinating features

**CURRICULUM VITAE**  
By Muriel Spark  
Constable, £14.95

this memoir is the relish with which the author connects people and events with her later fictions. Nothing was wasted. Caring for her incapacitated grandmother at the age of 12, for example, gave her the insights into old age that were to inform *Memento Mori*.

As a girl she thought of herself as a poet, as she still does. A good novel is "essentially an extension of poetry". Early influences were John Masefield, T.S. Eliot, and the Border ballads "for their steel and bite". There was no money for her to go to university, and it was to find a wider world that she married, at 19, Sydney Oswald Spark who had taken a job in what was then Southern Rhodesia. He was a "disastrous choice", and mentally unbalanced.

After a few years she left him, taking their baby son, who was brought up chiefly by her parents in Edinburgh. Muriel lived in London at the Helena Club in Lancaster Gate — which became the "May of Teck Club" in *The*



From her earliest childhood in Edinburgh Muriel was a "person watcher" and avid listener

How lucky for South Africa's English-speakers that they lost power in 1948. Since that year, when the National Party won its first election, Anglo-South Africans have been able to blame apartheid on the Afrikaners. If blacks had no little land to live from, if their leaders shivered in the South Atlantic winds that whip across Robben Island, that was the National Party's fault. If English capital thrived on the labour of impoverished black workers, the poverty was regrettable, but not the capitalists' fault.

Like other historians before him, Noel Mostert leaves no doubt that the Cape's 19th-century British settlers could match the Afrikaners' racial cynicism. The British imprisoned hundreds of blacks on Robben Island; they denied them fair trial; they stole their land. Yet the Cape Colony was at the same time a beacon of liberalism. This paradox lies at the heart of Mostert's book.

## Cape of good intentions

Sebastian Mallaby

FRONTIERS

The evolution of South Africa's society and its central tragedy, the agony of the Xhosa people

By Noel Mostert

Cape, £25

Cape more than a century earlier and were better at surviving. The first party of British settlers knew next to nothing about farming. They fed sheep's legs together to prevent them from staying. Vultures are the beasts alive. At the same time, however, their liberalism was roughened by contact with the Afrikaners, and with Africa's hard ways.

The colonial authorities took to attacking native kraals on the mere suspicion of cattle rustling: on one occasion Henry Somerset, son of the Cape governor, ordered his men to fire upon three villages before getting the right one.

There were honourable people. Dr John Philip, an influential missionary, had views on race that still seem reasonable today. Influenced by Adam Smith, he preached

the unity between black advancement and white self-interest: educated blacks would mean a more sophisticated economy, to the enrichment of all. He and other liberals enjoyed the support of reformists back in London. When George Grey, an independent-minded editor, had his newspaper censored in the Cape, he carried on his battle in the pages of *The Times*.

Liberalism and authoritarianism could burn within one man. Sir George Grey, a governor famous for his supposed humanism, condemned hundreds of chiefs to hard labour on Robben Island, so shattering the traditional Xhosa order. Yet at the same time, he endowed schools to educate the chiefs' children. One of his projects, a missionary school at Loveland, later developed into the university of

Fort Hare, where most of today's older black leaders were educated. At times such as the present, when radicals have the upper hand in South Africa's black politics, it may be reassuring to remember that their mentors are sophisticated. Chris Hani, secretary-general of the South African Communist Party, read classics at Fort Hare.

Mostert's rich narrative of 1400 pages is full of echoes of the present. The moral ambiguity of empire recalls the National Party's heyday, when abominable repression was accompanied by a surprisingly independent judiciary, outspoken opposition and cheeky press. The British manipulation of tribal chiefs likewise anticipates this century's Afrikaner government.

For much of the 19th century, the Cape's liberals held their own. In

1828 they secured civil rights for all free blacks; in the 1870s, when the Cape won from London new power for its own elected assembly, black voters wielded considerable power.

In America the black franchise was still a century away; in Britain much of the working class was still denied the vote.

In the end the Cape liberals were outmanoeuvred by a man who mimicked their own manner to devastating effect. Jan Smuts was a brilliant lawyer, a founder of the UN system and a confidant of statesmen all over the world. But he did his utmost to ensure that blacks would be trampled in the unified South Africa formed in 1910. Whites' hypocritical high-mindedness can seem endless. Small wonder that President de Clerk finds it so difficult to command his black countrymen's trust.

Sebastian Mallaby works for *The Economist*. His book, *After Apartheid*, is published by Faber.

## Horrors on the home front

Adelheid von der Schulenburg

THE HOUR OF THE WOMEN  
By Christian von Krockow  
Faber, £25



Showing resilience in the face of catastrophe: Libussa von Krockow and her daughter

persuade her to join them in a suicide pact. He insisted on dressing up in full military rig for the occasion. Libussa talked him out of it and made him hide his uniform and pistols. Then there was her husband, Baron Jobst von Oldershausen, and his obsessive concern to obey Nazi regulations to the letter. The marriage was never easy. Libussa appears high-spirited and independent, a Prussian Scarlett O'Hara.

The book opens with her

wedding in June 1944. It was

held at the von Krockow estate

of Rumbitsa, where we get a

last pastoral glimpse of the life

of Prussia's landed gentry.

Rural tranquility outflanked

the rumble of war, at least

until Russian tanks broke

through. Agricultural rhythms

were interrupted only by the

need to dig traps "for Ivan".

But then came column after

column of dilapidated wagons,

as refugees from further

east poured in with their

desperate stories. By March

1945 Libussa and her family were themselves fleeing. She was 23 now, widowed already and about to give birth to a child.

The escape to the west was

foiled and the family came

back to live in a derelict cottage

on the edge of Rumbitsa. The

Russians took over and then

the Poles. With the war ended,

Libussa's nerve and ingenuity

are aimed at getting enough to

eat for her child, her mother

and herself. She steals, lies,

invents roles — telling fortunes, even for a slice of bread.

She makes a secret and dan-

gerous visit to the west, to

prepare a future there; against

the odds she makes it back

through Russian and Polish

lines to collect her family. She

even manages to free her

stepfather from a Russian

camp.

Libussa has been fortunate

in her brother, one of Germany's

most skilful and elegant

writers. Unfortunately, he has

not been well translated here.

Her story is more than just a

memoir of war. It is a cunning demonstration of the collapse of the male dominated Prussian world. Her stepfather and her husband are its emblems. They are honourable, short-sighted, instinctively obedient.

They cannot cope with the

make-do values of survival, the

hour of the women. Even by

the time the book ends, in

Hamburg in 1947, her stepfa-

ther, the absurd von Put-

kommer, reverts to type. He is

all Pomeranian baron and

Prussian officer, regarding oth-

ers with tales of the

first world war. Libussa

can survive everything except

this kind of nonsense and does

a bolt. It is right for her story to

be told. It says something

about the resilience of women

in times of catastrophe, their

ability to dispense with theatre

and attach themselves to a

child.

Libussa's stepfather is

an unconvincing

character, but Libussa is

an appealing and

charming character.

The reviewer is the youngest

daughter of Count Fritz von

der Schulenburg, who was

involved in the July 1944 plot

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# Aids meeting loses edge as advances tail off



Salk scope of Aids vaccine will be limited

The International Aids Conference in Amsterdam this week has been a low-key affair, at least for anybody who might have been hoping for dramatic breakthroughs. In spite of the 10,000 participants, the countless presentations and the many simultaneous sessions, not very much exciting new science was on offer.

Perhaps, some participants wondered aloud, is it time to abandon the annual format of the conference. As basic knowledge about the disease has accumulated, the easier work has been done. What remains is more difficult and will be slow. It is doubtful whether the results presented this year justified so large and expensive a meeting.

One area where some progress was reported, however, was in the development of vaccines, designed either to prevent the disease or to treat it once it has become established. A team from John Hopkins University in Baltimore reported preliminary results of a pilot study

of a candidate vaccine on healthy human volunteers, who showed encouraging increases in antibody levels.

Another study, from the Walter Reed Army Institute of Research in Rockville, Maryland, and New York University, showed that another candidate vaccine, constructed from the envelope protein of HIV, can also stimulate the immune response, this time in people infected with the virus but still reasonably healthy.

Both of these are designed as therapeutic vaccines, and the results suggest that in principle at least such a vaccine may be possible, though the enhancement of circulating antibodies is a necessary but not a sufficient condition for a successful vaccine.

A different approach, also well-ventilated this week, is to look for a prophylactic vaccine, similar to those which have come close to banishing diseases such as polio from the Earth. Appropriately enough, Jonas Salk, the originator

## Thousands of delegates, hundreds of presentations — but is the cost of an annual conference really justified?

of the polio vaccine, was in Amsterdam to participate in the discussion.

What he and others made quite clear is that a preventive Aids vaccine will never be a smashing success like the polio vaccine. Daniel Hoth, of the US National Institutes of Health, said: "An HIV vaccine is very unlikely to make the world safe for sex." Samuel Katz of Duke University Medical Centre said that an HIV vaccine would probably be something like the one used against flu, which offers a worthwhile measure of protection while falling well short of the success of the measles and polio vaccines.

Dr Hoth produced figures that demonstrated, however, that even a vaccine of limited efficiency would be much better than nothing at all.

and also — less obviously — better than waiting longer for a more efficient vaccine. His prescription was that we should start to use a practical vaccine as soon as we had one, even if its efficiency was no more than 40 per cent. (The flu vaccine is reckoned 80 per cent effective.)

Among the dozen or so prophylactic vaccines so far developed, Dr Hoth saw reasons for hope. "Nothing we have so far is a home run, but we do have a number of candidates for a clinical trial of efficiency in perhaps three years' time," he said.

When that time comes, a number of difficult ethical decisions will have to be taken. Aids is an unusual disease, the symptoms of which some scientists believe are caused by an auto-immune process in

which the body attacks itself. Vaccines function by enhancing the immune response, so there is a potential danger that a vaccine may accelerate rather than slow down the disease. The rules for the trials will therefore require some very careful drafting. Who will be responsible if things go wrong?

Stephen Iwanga, of the Uganda Aids Commission Secretariat, in whose country these trials are expected to take place, said that the companies developing the vaccine would have to bear the responsibility. He added that a condition of agreeing to the trials was that if any vaccine was found to be effective, it would be made available to the people of the country at affordable prices.

An HIV vaccine would be wonderful, she said, adding a layer of protection for people in high-risk occupations such as doctors and nurses, perhaps interrupting the transmission of HIV from mothers to babies. But it would not in her view ever replace the need for counselling and education, and she gave a warning against encouraging an excess of false hopes.

NIGEL HAWKES

## Animals tamed by time

Nigel Hawkes considers the possibility that sheep have settled for a quiet life

Around the world there are six billion domestic chickens, one billion cows, one billion sheep and countless cats and dogs. Together with man himself, the domesticated animals are among the most numerous on earth.

But are they a group exploited to within an inch of their lives, as animal rights activists believe, or an interesting example of how a species can evolve to fill a cosy niche and live a quiet life? Stephen Budiansky, the presenter of next week's edition of *Antenna*, on BBC2 has no doubt of the answer.

It came to him, he says, while he was working on the small farm where he lives outside Washington. "Working with animals, I found that the slogans about 'enslavement and exploitation' just don't seem to fit. Staying up half the night during lambing season or going out in a snowstorm to feed the horses, I've often found myself wondering 'Who's in charge here?' You can't spend much time on a farm and continue to look at nature as a sort of theme park with nice landscaping." Mr Budiansky is not a full-time farmer. His real role is as a science writer, so he set out to investigate whether conventional attitudes towards the domestication of animals could really be justified. Are our pets and other domestic creatures the victims of a ruthless campaign of training and subjugation? Or are they more like Garfield, the fat cat in the cartoon strip, laughing behind his paws at the absurd lengths humans go to in order to satisfy him?

One curious thing is that the number of species successfully domesticated has been fixed for perhaps 9,000 years. Throughout human history we have added nothing to the original list, despite attempts at different times to tame

the gazelle and the hyena, among others. There seems to be a special natural characteristic that leads to successful domestication, one that not all animals share.

There is also archaeological evidence, from Tel Abu Hureya in northern Syria, that suggests that domestication was far from an easy ride. Anthony Legge, an archaeologist from the University of London, has shown by examining the bones on the site that the switch from hunting gazelles to farming and eating domestic animals took at least a thousand years. Other evidence from the same site shows that the farmers led a much less healthy and leisured life than the hunters had done. They ate a duller diet, spent hours bent double, getting arthritis, grinding the coarse grains to make a flour which then wore out their teeth. They paid a heavy price for settling down.

If the simple theory of domestication-by-force does not fit what alternatives are there? Stephen Budiansky believes that the key is a process called neoteny, an evolutionary change that has been observed in many species, in which juvenile traits are retained into adulthood. The process is shown most clearly in different breeds of dog, all derived ultimately from the wolf.

Wolf puppies are playful creatures, rolling around endearingly and offering no threats. As they grow, they begin to carry objects around, demonstrating the retrieving instinct. Later, they learn to herd fleeing animals by running around them in broad sweeps. Finally, as full-grown wolves, they learn to hunt, not only rounding up other creatures but cutting them down as well.

Modern dog species can all be seen as examples of this development, arrested at different stages. The Pyrenean mountain dog, origi-



Domesticated bliss: sheep are kept by man, ultimately for man's benefit, but some maintain the care shown is kindness itself

nally bred to mingle with flocks of sheep in the mountains and discourage wolves, are great puppy-like creatures that do not herd, chase or hunt. Retrievers reached the second stage of development before stopping, border collies the third. The dogs which are closest to the wild type are the Royal favourite, corgis, which are quite prepared to go the whole hog and administer a sharp nip to the heels.

For wild animals, neoteny provides a method by which a species can adapt rapidly to changing circumstances. There is a far wider range of variation in juveniles of a species than there is in adults, so if juvenile characters can be retained into adulthood they give a species more evolutionary options. The very characteristics of juvenile animals — their curiosity, openness, and playfulness — are an advantage when the environment is undergoing rapid change, as it was at the end of the last glaciation. Now, thanks to domestication, it inhabits every continent.

domesticated. Mr Budiansky's thesis is that newly domesticated species were perfectly adapted to fit into the new pattern created when settled farming first began. "A rich new niche opened up for them. The fact that they reached sexual maturity early was a big advantage, because it enabled them to expand rapidly and fill the niches created around the new settlements," he says.

As on this theory, then, domesticated creatures were already more than halfway to domestication before man even took a hand. Left to their own devices, they might have found survival in the wild impossible. "Wild sheep today tether on the brink of extinction, wild cattle are extinct and horses would very likely be extinct had it not been for domestication," he says. By the time man came along to save the horse, it survived only on the plains in Ukraine. Now, thanks to domestication, it inhabits every continent.

The extreme animal rights

Who, then, is the exploiter and who the exploited? Modern evolutionary theory holds that the purpose of an organism is to preserve its genes and to spread them as widely as it can through succeeding generations. By that token, few animals have done as well as the domesticated creatures, supported and protected by man.

Mr Budiansky has a lot of innocent fun at the expense of the animals rights lobby. He quotes the example of the "humane mouse trap", which catches mice alive so that they can be released in the wild, "where they have absolutely no desire to be", he says. House mice are a domestic species; they live with us, not in the woods. Freeing them to die in the wild is not humane, he says, but cruel.

The extreme animal rights

in the wild show that they have very high levels of stress hormones, and chronic heart problems."

He is not heartless, however; no farmer can be. "I like and care for animals, but it's vital to respect their true nature. Animal rights — with all its emotional conviction, and simplicity — was born in the city. It's an entirely artificial world, nothing to do with nature as it really is."

Naturally, these views have not endeared him to the more committed supporters of animals' rights in the US, but he hopes, at least, that he has forced them to think. Domesticated animals, he concludes, "have gained an unbeatable competitive edge by adapting to live with us. And now their natural place is not in the wild, their natural place is with us, living in a relationship which is to both their and our advantage."

• *Antenna* "The Beastly Truth" will be shown on BBC2 next Monday, July 27, at 8pm.

## Salt house yields its secrets

A SIXTEENTH century salt factory, the Salt House, at Port Eynon, near Swansea, was built using German technology. Archaeologists say, German engineers were employed by the Earl of Pembroke to design the plant on the Gower coast, to extract salt from the Bristol Channel.

Gareth Dowdell, director of the Glamorgan-Gwent Archaeological Trust which is working with the Welsh Development Agency to preserve the ruins, said: "Three large reservoirs were built into the rocky beach. The seaward wall contained gaps to allow sea water in at high tide." The factory was on top of the reservoirs. A wooden pump believed to have been German-made, parts of which still survive, took the water to the top of the building. There the water was evaporated and the crystallized salt dried before being shipped around Britain.

"The techniques were unknown elsewhere in Britain before the late seventeenth century," Mr Dowdell said.

IOLA SMITH

## Bronze Age people transform their image



Ancient treasure: Francis Pryor with a sword, one of many finds

ABOUT four million pieces of waterlogged wood hold the key to understanding technology, economics and ritual in the Bronze Age fenland of eastern England 3,500 years ago. Tools, houses and fortifications have been identified over the past decade at Flag Fen by Francis Pryor and his team.

Lying on the edge of an industrial zone just outside Peterborough, Flag Fen is an unprepossessing location, and an unexpected one for a project that has revolutionised ideas about prehistory and won prizes for its public-oriented presentation of the human past.

Francis Pryor found the site on a foggy day in November 1982; for most of the 1970s he had directed a big excavation at the Fengate site, which was fast being taken over by light industry. He was recording one of the Roman roads when he tripped over an oak log and nearly fell into a dry drain. He then noticed that the log had been split deliberately the wrong way, across the grain. It was human handwork, not nature, and was well below the Roman levels.

At first he assumed that it was part of a causeway, similar to the tracks found on the Somerset Levels from neolithic times onwards, but when further investigation showed that oak timbers occurred for 120ft along the banks of the drainage channel, Pryor realised he had stumbled on something

### An excavation in Fenland has turned archaeological wisdom on its head

much bigger. That something was a defended island community living on an artificial platform in the Fen. Until then, as the latest issue of *Archaeology* says, "conventional archaeological wisdom held that the few ancient farmers who lived in these wetlands were unsophisticated peasants".

A decade of ambitious excavation and conservation by Mr Pryor and his wife, Maisie Taylor, has disclosed a Bronze Age community whose members were skilled carpenters and metal workers. In 1800BC farmers raised cattle and sheep here, grew wheat and barley on its well-drained soils, and harvested fish and fowl even in winter," Mr Pryor said.

Numerous upright posts were found in four irregular rows, evidence of an important timber building raised on an artificial platform of gravel padded up with brushwood, and dating to half a millennium later. Criss-crossed timbers formed a foundation for a boardwalk eleven feet wide. The degree of technical expertise is impressive: lacking saws and

relying on axes, adzes, mauls and wedges, prehistoric carpenters turned huge oaks into well-shaped posts and planks and assembled them with well-cut mortise-and-tenon joints. Some of their tools have been recovered, including an adze with a handle made from an oak stem and branch joining at just the right angle. The adze blade would have been of bronze; numerous tool and weapons have been found, including a pair of shears in a fitted wooden box. The box had a slot in its base for the whetstone kept to sharpen the shears. A group of chisels, awls and punches were probably a craftsman's personal toolkit.

Pins, brooches and rings have also been found. Most had been deliberately damaged, but their fragments were often found together. Francis Pryor believes that they were dropped into the waters of the fen as offerings to local gods.

Although they lived in a remote place, the people of Flag Fen were anything but simple-minded: their control of the environment and its resources is a testimony to the emergence of an economically complex society in Britain long before the first written records.

NORMAN HAMMOND

Flag Fen, by Francis Pryor (English Heritage/Batford £12.95); *Archaeology* 45 No 4:38-43. *Antiquity* 66, pp 439-531.

that molecular biologists will identify genes and perfect transplant techniques for developing more nutritional plant varieties that will use increasingly scarce resources, such as water, more efficiently.

"Several kinds of genetically engineered crop plants are close to the point of commercial release but none are yet on sale to farmers," said Peter Day, a professor of genetics at Rutgers University and an authority on agricultural gene manipulation, at the First International Crop Science Congress in Iowa. "This is in large part because some of our ideas were naive and simplistic and our expectations too great," he said.

### Mercury mystery

MERCURY levels in the Florida Everglades are increasing substantially but scientists are not sure where the element is coming from. A University of Florida study says the team conducted their soil tests in remote areas of the wetlands, far from any possible industrial sources of mercury.

They conclude that the mercury must have been airborne. Airborne mercury settles in soil and is transferred to water, where it is ingested by fish and passed along the food chain.

The scientists are not sure how the mercury gets transferred from the soil to the water and vice versa, although bacteria most certainly are involved.

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You will be of graduate calibre, technically competent in Macintosh applications with good exposure to all aspects of the channel sales environment. Ref. ST19792M/IK1

## Dealer Account Managers

Your task will be to recruit, retain and motivate a selection of Apple Macintosh dealers with the goal of increasing sales of Microsoft products in this market place.

Ideally of graduate calibre, you will be technically competent, particularly in Macintosh applications, and will understand the issues facing the Apple dealers and their end users in today's business market.

Your sales track record will show consistent over achievement and you will be identified within your current organisation as a key player. Ref. ST19792M/IK2

**Microsoft**  
Makes it Easier

To fund, promote and implement a training strategy for an entire industry, you need more than good intentions. You need to know not merely who to approach for money, but how to approach them to get results. You need the persistence to drum up support from even the furthest-flung members of your industry. You need to know enough about the formal aspects of training to identify needs and design training standards to ensure that they are effectively met, and to secure appropriate formal recognition for an industry wide 'career structure' of qualifications.

If you've learned all these lessons yourself, you could now apply that knowledge for the benefit of Britain's road haulage industry.

Your first task as Chief Executive of the Industry Training Organisation (after you've recruited your small support team and found suitable premises in the M4-M1 sector) will be to complete the delivery of the required suite of NVQ's. But at the same time, you'll need to start building and exploiting your own network of contacts within and around the road haulage industry, training organisations, awarding bodies and government, to gain maximum support for your proposals. You'll define precise standards of training, and start to monitor the performance of operators and training providers.

What really matters is an effective blend of experience of funding and organising training in the real world and industry-specific knowledge at a senior level. You'll also have an exceptional ability to get through to and on with a wide range of people, and the diplomacy to take on board a wide range of views, but without letting your own plans degenerate.

Please write with a copy of your C.V. to Karina Sevenoaks, Consultant, Austin Knight Recruitment, Knightway House, 20 Soho Square, London W1A 1DS, quoting reference A223. Alternatively call on 071 439 5781 (office hours) or 081 677 2409 (evenings 7.30 p.m. - 9.30 p.m.). Fax 071 439 5744.

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ACT FINANCIAL SYSTEMS, a leading supplier of GLOBAL FINANCIAL SERVICES SOFTWARE, (turnover of more than £50 million, over 600 employees worldwide) is seeking a GENERAL MANAGER for its established TOKYO office.

The candidate we are looking for will have:

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- \* a successful sales and marketing track record in the software industry
- \* in-depth knowledge of the financial services industry

Rewards for a suitable candidate will include substantial performance related remuneration and appropriate local allowances.

Please send your letter of application and Curriculum Vitae to:

Gerry O'Keefe, International Director  
ACT Financial Systems Ltd.  
Finigate, 5-7 Crossgate Street  
London EC1V 9LE



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STRATEGICALLY BASED  
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A European subsidiary of a major multi-national consumer group where the quality of Information Systems are crucial to the achievement of its ambitious growth plans

## EUROPEAN BUSINESS SYSTEMS MANAGER

c£45,000 + bonus + Share Options + Car

Reporting to the European Chief Executive and part of the senior management group you will be expected to provide strategic direction and leadership of the Business Systems function. This will cover both core operational systems and executive decision making tools in an environment where the various European companies are at different stages of maturity and IT sophistication.

You will need to be a talented IS professional whose interest and expertise lies in your ability to understand the overall nature of the business and the ways in which IS can create real competitive advantage. Proven success gained in a high quality, marketing led sales and distribution orientated company together with experience of IBM mid-range systems are core requirements. Ref: 245.

## INFORMATION SYSTEMS MANAGER

To £35,000 + Car

This is the senior role to the European Business Systems Manager and whilst you will be expected to contribute to strategic thinking the role will have a stronger operational emphasis upon systems development and implementation.

Your experience should include a record of successful project management of major systems introduction characterised by close working relationships with business users. Ref: 246.

For both roles we are seeking to identify individuals offering the potential to develop their careers into more senior roles within a three year period and which could be within other group companies either in the U.K. or elsewhere in Europe. Previous European experience would be an advantage as would fluency in another European language.

A very competitive range of employment conditions includes relocation assistance to the company's headquarters in the South Midlands.

Applicants of either sex should apply in confidence, to Mike Johnson on (0962) 844242 (24-hour service) Fax No. (0962) 841998 or write to Johnson Wilson Recruitment Ltd, Clarendon House, Hyde Street, Winchester, Hampshire SO23 7DX quoting the appropriate reference No.



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## Sales &amp; Marketing Director



Strategic and Operational leadership of the Sales & Marketing functions for both UK and Export markets

Tyneside

Formica Ltd forms part of the International division of the Formica Corporation and has territorial responsibility for the UK, and various European and Middle Eastern markets. The high awareness of the company and its leadership of the decorative laminate market has been built upon its consistently high quality and innovative approach in the design, manufacture and marketing of its products.

The new Sales & Marketing Director will be challenged by a number of opportunities which include increasing penetration in export markets and in the home market, sustaining the company's premium positioning versus competition.

The breadth of the role creates a requirement for a well rounded Sales & Marketing professional with a solid record of business achievement ideally encompassing both Sales & Marketing and both UK and overseas responsibility. Most importantly my client is looking for someone with well developed strategic thinking abilities, who can form part of a small senior management group, and who can develop a Sales & Marketing team of high potential. In other respects the specification is drawn quite widely in terms of sector experience and an age profile between 35 and 50. An affinity with design aesthetics is an important additional personal quality we seek.

My client offers a full range of attractive employment conditions including relocation assistance to the North East of England if required.

Applicants of either sex should apply in confidence, to Mike Johnson on (0962) 844242 (24-hour service) Fax No. (0962) 841998 or write to Johnson Wilson Recruitment Ltd, Clarendon House, Hyde Street, Winchester, Hampshire SO23 7DX quoting ref: 242.



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Search & Selection Consultants

UK SALES MANAGER  
Computer Systems  
£70,000pa Package

To lead dynamic team selling proprietary application products on Client Systems to mainly blue chip organisations. Excellent career prospects and potential.

Candidates must have a degree or professional qualification, eight years satisfactory performance in the IT industry selling and managing sales and marketing teams, and advanced sales and marketing techniques including direct marketing.

Please send your CV to:

The Personnel Officer, ROCC Computers Ltd., Kelvin Way, Crawley, West Sussex RH10 2LY.

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+ substantial bonus

fmug Capital Machinery

East Midlands

## Managing Director

To provide leadership and marketing edge to a well-established and highly successful £10m subsidiary of a UK based international leader. To achieve growth through cross marketing between trans-Atlantic subsidiaries and technology led developments in rapidly expanding fmug sectors, predominantly food. Excellent potential for immediate challenge and longer term career development.

## THE ROLE

- Reporting to a main board Director, responsible for a fully integrated design and manufacturing facility and the marketing of UK and US sourced machines for European, African and Middle East markets.
- To co-ordinate the activities of an experienced and talented management team, directing and prioritising their focus on profitable opportunities and quality of performance in every respect.
- To ensure total understanding of the company's markets, developing structured and practical plans to support the strategic objectives of controlled expansion and global leadership.

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## Business Strategist

Outstanding strategic thinker required for this £800m+ plc, a leading performer in an industry undergoing substantial change. Significant opportunity to influence commercial decision making and provide real value to individual business units through rigorous analysis and planning of strategic objectives. Exceptional prospects for onward progression within the company.

## THE ROLE

- Reporting to the company's Strategic Advisor. Working closely with the Chief Executive and main Board Directors, to develop the future strategic direction of the business.
- Provide detailed analysis of the company's business options by utilising the widest possible range of analytical tools and techniques. Produce practical solutions and assist in the implementation of them.
- Assess the strategic implications of changes in the company's external environment and develop timely responses to them.

London 071-973 8484  
Manchester 061-437 0375

Selector Europe

A Spencer Stuart Company

## THE QUALIFICATIONS

- Bright graduate, probably early to mid 30's, ideally with an additional business qualification. Recent experience in a corporate planning role within a major organisation that has undergone substantial strategic change.
- Strong strategic analysis and evaluation skills. Practical orientation with the vision and tenacity to achieve sustainable results.
- Persuasive, articulate self-starter with excellent presentation and communication skills. Stature and credibility to lead Board level presentations and assist decision making.

Please reply, enclosing full details to:  
Selector Europe, Ref. 56124072M  
Addington Court, Greenacres Business Park,  
Syal Road, Manchester M22 3LGMarketing Manager  
- IT Services

## Thames Valley

This prestigious blue chip IT company has an enviable reputation for its products and services. Demonstrative of its market led philosophy and willingness to challenge the status quo are its plans to introduce across Europe a highly innovative portfolio of new services aimed at the IT end user community.

To spearhead this pioneering initiative in the UK, a progressive and ambitious Marketing Manager is required to devise and implement portfolio marketing plans in pursuit of aggressive market share goals. Autonomous and accountable, this revenue and profit responsible role will fully challenge the experienced marketer who is classically trained and entrepreneurial. Whilst this is a UK position, some European involvement is anticipated.

The ideal candidate will preferably be a graduate in their early to mid 30s, and one who is already operating with significant marketing responsibilities in a blue chip.



MICHAEL PAGE MARKETING

Specialist Recruitment Consultants

London Windsor Birmingham &amp; Leeds

## THE REQUIREMENTS

- proven senior management experience in a complex people orientated organisation. This will include budgetary responsibility
- wide knowledge and experience of social policy issues, ideally child-related
- strong intellectual and communication skills

Write for further details to Ms Jane Pollard, K/F Associates, 12 Buckingham Street, London WC2N 6DF.

The closing date for the receipt of applications is Monday 17th August 1992.

K/F aims to be an equal opportunities employer.

K/F ASSOCIATES  
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c. £60,000 package  
+ options

Expanding UK Plc

South East

## Sales Director

Main Board appointment to develop and grow the sales organisation of this established and fast growing Plc with significant City and international backing. Proven UK manufacturing base producing a unique and fully approved building product acknowledged as the world leader, already challenging traditional practices and winning substantial orders in the UK and overseas. Significant opportunity for capital gain linked to growth of the business.

## THE ROLE

- Reporting to the Managing Director with full accountability for the creation and staffing of a new sales operation in the UK and overseas, together with its leadership, performance and control.
- Establish sales infrastructure and implement strategy to exploit market opportunities whilst instilling the highest standards of sales professionalism.
- As Main Board member working closely with the Chairman and Managing Director on future strategy including acquisitions and joint ventures.

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Please reply, enclosing full details to:  
Selector Europe, Ref. 55131072L  
16 Connaught Place,  
London W2 2ED

## THE QUALIFICATIONS

- Graduate calibre, likely to be early 30's to mid 40's with a professional sales training in a progressive consumer goods environment. Successful track record in developing innovative sales strategies.
- Experience of establishing a sales function from scratch, implementing effective sales management disciplines and systems to new business areas, thereby winning substantial market share.
- An achiever with proven commercial instincts, initiative and a genuine appetite for challenge. Able to make an impact at Board level within a dynamic, fast growing environment.

Please reply, enclosing full details to:  
Selector Europe, Ref. 51128072M  
Addington Court, Greenacres Business Park,  
Syal Road, Manchester M22 3LG

## Excellent Package



West End

## Director-Business in the Environment

**Business in the Community (BITC)** is the acknowledged authority on business involvement in the community. The environment is one of three core initiatives of the organisation. BITC are looking to appoint a new director to head the Environment unit, a position formerly filled by a secondment from industry. The position offers genuine scope for development and initiative with a rare level of access to the top echelons of UK business.

## THE ROLE

- Reporting to the Chief Executive of Business in the Community. Lead the development and implementation of strategy, working closely with advisors.
- Market the achievements and products of the Group to Chief Executives and senior management.
- Work with the regional network of Business in the Community throughout the UK, liaise with partner organisations in the environment field, and maintain close links with national and local government.

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Selector Europe

A Spencer Stuart Company

Please reply, enclosing full details to:  
Selector Europe, Ref. 57150072L  
16 Connaught Place,  
London W2 2ED

## THE QUALIFICATIONS

- High calibre individual, likely to be 30 to 40, with a first class business background and experience in managing or running own business. Commitment to environmental issues vital and direct experience is helpful.
- Outstanding interpersonal skills with the stature and charisma to build rapport with the highest levels of senior management.
- Demonstrable hands-on project management skills with evidence of initiative, tenacity and flair. Energetic and assertive.



NCC SOFTWARE

HEAD OF MARKETING  
Software and Services

Manchester

Excellent Package + Car

Your brief is to develop and implement NCC Software's marketing strategy; setting business objectives, identifying and analysing target markets and new business opportunities, and monitoring competitor strategies.

Reporting to the Director of Software you will hold specific responsibility for the development of the product portfolio, pricing and distribution policies, in addition to standard press, PR, market research and promotional activities.

We seek a motivated and determined senior marketing professional with a proven track record to complete a strong group management team committed to the success of NCC.

Aged 35-45 years, you will already be familiar with the IT industry, probably with a knowledge of mainframe and UNIX markets. Well developed interpersonal skills and business acumen are essential for this key appointment.

In return, you can expect an excellent salary and benefits package, including index-linked pension and life assurance plans, personal bonus scheme, private health cover, generous leave allowance and relocation assistance where appropriate.

Please send full career details to: Mrs Trish Boag, Personnel Manager, The National Computing Centre Limited, Oxford House, Oxford Road, Manchester M1 7ED, quoting reference ST/7/92 and indicating most recent salary and benefits package.



## Save the Children

## UK Director

London

The Save the Children Fund is one of the leading international children's organisations, with operations in over 50 countries. Last year £12m of its income was spent in the UK.

The Fund now seeks a UK Director to succeed Oriole Goldsmith, who retires at the end of the year.

## THE APPOINTMENT

- reports to the Director General
- heads the development of the Fund's UK based programmes
- represents the Fund to UK agencies and Government
- contributes to corporate strategy

## THE REQUIREMENTS

- proven senior management experience in a complex people orientated organisation. This will include budgetary responsibility
- wide knowledge and experience of social policy issues, ideally child-related
- strong intellectual and communication skills

Write for further details to Ms Jane Pollard, K/F Associates, 12 Buckingham Street, London WC2N 6DF.

The closing date for the receipt of applications is Monday 17th August 1992.

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## CONTRACT HIRE MANAGER

up to £30,000 + Car

Our successful in-house contract hire business, part of Volvo Car UK Limited, has a current fleet of some 2,000 vehicles. The range that we offer the business user has been further enhanced by the 850 Series, and presents an excellent career opportunity for a versatile individual to manage and develop our contract hire business through a period of growth. Your prime focus will be to increase business through sales and marketing initiatives in support of our Business Centres and Dealer Network. You will also be responsible for all the administrative and operational elements of the business.

Probably in your late 20's, early 30's, you will have had a progressive career in vehicle contract hire. Your sales success will be evidence of excellent influencing

skills, supported by a thorough knowledge of the financial aspects of contract hire. Both sales and profit orientated, you will have the ability to manage an efficient administration team committed to service excellence, and to the highest quality standards.

Success in this role will lead to increased seniority and responsibility. Our benefits package includes non-contributory pension scheme, 28 days holiday, an additional subsidised lease car, and bonus scheme. To apply, please write with full career details and current salary, to our retained consultant, D. Cubberley, Ref: 1477, at Regent Consulting, Prince Regent House, St. Giles Close, Reading, RG1 2SA. Tel: (0734) 560522, Fax: (0734) 560434.

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## Start at the top and work your way up.

When major corporations seek strategic direction, it's OC&C to whom they turn. And because our Associate Consultants are part of an elite team consulting exclusively at senior executive level, their contribution is sought and welcomed from the very beginning.

Only a handful of organisations can offer this influence, responsibility and exposure and, naturally enough, only a

handful of recent graduates have the intellect and ambition to succeed in strategy consulting.

You will, for example, need an excellent degree from a leading university. You'll need an outstanding record of achievement to date. You'll have anticipated the European dimension and most likely have strong communication skills in more

than one language. In short, you'll need to prove to us that you're already qualified for what is, in effect, a top-level role.

If you can - and you'd be the exception rather than the rule - the rewards are unbeatable. As well as continuous on-the-job and formal training, rapid career progression and an attractive financial package, you'll

find yourself working at board level on some of the most significant projects in modern industry and commerce.

If you believe that you have the qualities required to succeed with OC&C, send a full CV plus accompanying letter to Michael Jary at OC&C Strategy Consultants, Kies Building, Smith Square, London SW1P 3JG.



STRATEGY CONSULTANTS  
London • Paris • Amsterdam

## MARKETING SERVICES MANAGER

West Yorkshire package c £30,000, car

This appointment requires a combination of financial awareness and linguistic ability, in addition to a high level of marketing expertise. The client is a major supplier to the printing industry and the specialist division of a substantial international group. It is both sizeable and autonomous, operating in a complex, very competitive, worldwide, multi-product marketplace. Reporting to the Marketing Director, and forming part of a highly charged multi-discipline marketing executive group, responsibility - through a staff of 10 - is wide ranging. The primary focus is on the provision of detailed marketplace information for both the group and the sales operations, marketing communications, and the management of export administration. A high calibre individual is required. Candidates, aged 30-40, should be graduates, and possibly also MBA, and have been classically trained in marketing by an international blue chip industrial group. Marketing experience in industrial consumables is desirable, and an ability to speak French and German is considered important. Candidates will also need to demonstrate a high level of understanding of the financial implications of marketing for a large group operating in a changing marketplace. The benefits package is attractive and contains bonus potential, and the prospects are excellent within this forward thinking group. Please forward in absolute confidence a full curriculum vitae to Adderley Featherstone plc, 6 Lisbon Square, Leeds LS1 4LY. Tel: 0532 444074. Fax: 0532 451578.

ADDERLEY-FEATHERSTONE plc

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## EXPORT SALES MANAGER

West Yorkshire package c £30,000, car

This plc client is a forward thinking manufacturer and distributor of fashion-oriented consumer products with a strong market leading position in the UK. It has an existing base of retail and wholesale customers in Australia, South Africa, Germany, Scandinavia and more recently it has started trading in the North American market. It now wishes to consolidate and extend its export business through this appointment. Reporting to the Board, responsibility is for the appointment and ongoing development of Agents or Distributors in existing and new regions and the successful achievement of personal export sales targets. The planned growth is substantial and the opportunities are many and varied. An input into Group Marketing and Product Development is also expected. Candidates, aged 26-40, should be graduates, trained by a blue chip company and experienced in the export sale and marketing of consumer products to retail, wholesale and mail order markets. Experience in jewellery, watches, giftware, accessories, perfumes or fashion items would be considered advantageous. A European language, either German or Spanish, would be useful. The client is primarily interested in developing its market penetration in North America, Canada, Germany, Spain and eventually Japan. Experience in some of these regions is preferred. The benefits package is inclusive of a personal, performance-related sales bonus, and the prospects are excellent in this young, fast moving, entrepreneurial business. Please forward in absolute confidence a full curriculum vitae to Adderley Featherstone plc, 6 Lisbon Square, Leeds LS1 4LY. Tel: 0532 444074. Fax: 0532 451578.

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COMPANY SECRETARY  
MAJOR RETAIL GROUP

South West England

Substantial Package

The Company, one of the largest retail groups in the country with sales circa £3 billion, is entering a further phase of development and expansion.

The challenge for the Company Secretary will be to integrate quickly into the top team at a time of considerable change and to contribute across a wide range of secretarial and legal issues.

Candidates, 35-48, should be chartered secretaries or qualified lawyers and must demonstrate an outstanding track record in the secretariat of a substantial enterprise. They should be highly commercial as well as administratively efficient and be able to act as advisor and confidant to the Chief Executive.

Please write with your cv, quoting reference 125210 to:

The Corporate Consulting Group, 24 Buckingham Gate, London SW1E 6LB



Corporate Consulting Group

OPERATIONS DIRECTOR  
CONSUMER PRODUCTS

West Yorkshire  
c.£40,000 + bonus  
+ excellent benefits

The achievement of substantial improvements in efficiency and customer responsiveness is the principal initial objective of this key new appointment which will appeal to energetic and determined achievers.

Reporting to the Managing Director of a well-established and leading British manufacturer of leisure products, part of a plc, you will implement professional planning systems and be responsible for over 200 personnel in the planning, purchasing and production functions.

It is a demanding role requiring someone of graduate calibre who has a

sound track record in manufacturing and logistics management, and a thorough understanding of modern production control systems, including MRP II. Strategic vision and the ability to effect change are as important as strong leadership and communication skills, and a high level of personal stature and credibility.

The outstanding benefits package includes a substantial performance-related bonus and, where appropriate, relocation assistance.

To apply, please send full career details, indicating current salary, to Belinda Keir, Ref: 5528/BK/ST, PA Consulting Group, Fountain Court, 68 Fountain Street, Manchester M2 2FE. Tel: 061-236 4531.

PA Consulting

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Outstanding Development Opportunity to Handle  
Top Grocery MultiplesSENIOR NATIONAL  
ACCOUNT MANAGER

Ideal Base Midlands/South • c£35,000 + Bonus + Car

Our Client is one of the UK's most respected food companies with fully supported brand leaders and strategic own label business. They are part of an acquisitive and dynamic international food group with worldwide manufacturing and marketing operations and now seek to further strengthen this established UK National Account team by the appointment of a National Account Manager who wants to develop into general management.

Reporting to the UK Sales Director with full profit responsibility, you will control a significant proportion of the company's National Account business through top grocery multiples and other development accounts.

Probably in your late twenties or early thirties, of graduate calibre and commercially rounded, you will have successfully progressed through a classic FMCG sales career - experience of consumer/trade marketing would be an advantage. The excellent benefits package includes a negotiable base salary, bonus, choice of car, pension and medical schemes and relocation where appropriate.

Telephone or send your CV with remuneration details to DAVID ENGLISH, EY EXECUTIVE SELECTION, The Coach House, The Grove, Pipers Lane, Harpenden, Herts AL5 1AJ. Tel: 0802 462929/461961. Fax: 0802 461801.

ey  
EXECUTIVE  
SELECTION

## LABORATORY MANAGER

Toys & Textiles

Far East • c.£35k net + benefits  
Our Client, a major international company with worldwide operations in the field of testing and quality control services, have a requirement for a Manager to take full technical and commercial responsibility for a toy and textile testing laboratory.

Qualified to degree level, you will have at least five years experience in managing a commercial laboratory, and be fully conversant with international standards and modern testing methods. In addition to management skills, you will have some experience of marketing and selling and be a proponent of Quality Assurance in a service environment.

Full expatriate benefits with married status are on offer, plus the opportunity to build a career with the market leader.

Please write in strictest confidence to Tony Stevens, Christopher Little Consultants, 18 Queen Victoria Street, London EC4N 8SA. Tel: 071-236 5881. Fax: 071-236 7826.

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## EXECUTIVE OPPORTUNITIES

FAX 071-782 7826

# Technologists/ Consultants

Pera International is one of Europe's largest and most successful business and technology organisations, providing help and advice to companies in all sectors of industry.

The last five years have seen a substantial growth in the size and scope of our business, and to continue this trend we now require people at our East Midlands based Technology Centre who have specialist skills in the following areas:

## EMC

Process Control and  
InstrumentationSpecial Purpose Mechanical  
Design

## Surface Engineering

## Industrial Design

Advanced Manufacturing  
TechnologyTraining and Management  
Development

We are looking for exceptional individuals educated to degree level, who can demonstrate the highest levels of achievement in both industry and in a consultancy environment. In return we offer an excellent remuneration and benefits package.

Please write to Mike Thompson at our Head Office at 54 Pall Mall, London SW1Y 5JH. We will then ask you to complete an application form, so there is no need for you to submit a full CV with your original letter.

Please note: To be considered, your application form must reach us no later than Friday 31st July 1992.

## East Midlands

**pera**  
International

## Personnel & Training Manager circa £30,000 + car

Middlesex

Our client is the subsidiary of one of the fastest moving retail groups in Europe. There is already a strong commitment to develop and implement sound personnel policy and practice at a time of dramatic cultural change within the business. This appointment will join a recently-formed, high-powered team of professional managers and will provide a quality HR service to the operating subsidiary business which is in scattered UK locations and also to the Head Office.

The position will appeal to a person with a minimum of 5 years' generalist personnel and training experience, who has operated effectively in an environment of rapid change. The task will be to review existing practice and policy and provide a strong hands-on support role to ensure that professional personnel standards are achieved and maintained throughout the business. Responsibility will cover management and staff recruitment, compensation and benefits, management succession, training provision and the development of a meaningful central personnel database.

Candidates, aged around 27-35, will be well-qualified, both academically and through experience, and must be able to lead and influence change in a highly commercialised environment. Location is just west of London, although some UK travel will be involved.



## New Appointments Group

Brief but comprehensive CV, in confidence, to Gerry Cassell,  
New Appointments Group, Personnel & Recruitment  
Consultants, Chesham Executive Centre, Chesham House, 150  
Regent Street, London, W1R 5PA. Tel: 021-439 8288.

## DIRECTOR OF INTERNATIONAL CONTRACT OPERATIONS

Midlands

c. £45,000 + car

This is a key position reporting to the Managing Director with a group of companies manufacturing unique, high quality interior furnishing products which are sold in Europe, North America, Australia and the Far East. They are the subsidiary of a successful international group that has a global turnover in excess of £300 million.

Internal promotion has created a senior level opportunity for an international sales & marketing Director. Working closely with the Managing Director, you will take responsibility for reappraising the group's international sales and marketing strategies and managing growth into the nineties.

With at least 10 years' commercial experience with specified products and high level export negotiating, it is unlikely that you will be aged under 35. You will need to be fluent in either French or German, and you should have the potential for further promotion within a fairly short period of time.

This is a genuine opportunity to join an enthusiastic team who are determined to turn an already respected group of companies into the success story of the nineties.

Please reply to: Robert Le Roy,  
ORI Selection, 44 St James's Place,  
London SW1A 1NS.

## Mail Order Manager

HOME ELECTRONICS DIVISION  
Attractive Salary + Car + Benefits

The name Pioneer is synonymous with the creation, provision and development of high quality entertainment and industrial systems based on advanced technologies. We require an innovative person to manage all aspects of the Mail Order business.

The successful applicant will either have experience of the "brown goods" industry or national account management. A confident communicator with strengths in creative problem solving and development of new initiatives, would find the role challenging.

In addition to this, the Company offers excellent career prospects and the ability to develop within a proactive, professional team. A competitive salary and benefits package is available, including private health care, pension scheme and generous staff discount on all Pioneer products.

**PIONEER**  
The Art of Entertainment

If you feel you have the necessary skills to make a positive contribution to the Pioneer team, please send a full CV to Sharon O'Rourke, Personnel Manager, Pioneer High Fidelity (GB) Ltd, Field Way, Greenford, Middlesex, UB6 8UZ.

## Sales Executives Recruitment Services

OTE: £30K - £40K

London : Bristol : Germany

We are the leading Recruitment Services consultancy in Information Technology, offering a range of recruitment solutions to clients, which enables them to secure quality IT professionals.

To achieve our ambitious growth plans in this area we need to expand our team of talented, committed sales people in both our Permanent and Contract Divisions.

Ideally, candidates will be in their 20's of graduate calibre and with a proven track record of successful business to business sales. An understanding of IT Recruitment would be advantageous.

however more important will be your enthusiasm, excellent communication skills and ability to work within a highly motivated team. These are very demanding roles where success will bring high rewards and a real opportunity to develop your career within a professional organisation.

To apply, please write to Nick Fallon, Manager Permanent Division, or Bob Kent, Manager Contracts Division, at Harvey Nash, enclosing your CV and quoting Ref: HNG19.

HARVEY NASH

DRAGON COURT, 27-29 MACKLIN STREET, LONDON WC2B 5LX TEL: 071-333 0033

SEARCH &amp; SELECTION IN INFORMATION TECHNOLOGY

## SALES & MARKETING MANAGER CONSUMER COMPUTER MARKET

OTE £45k High Basic + Car + Benefits

An outstanding opportunity for a successful Sales & Marketing Manager to operate in a growth market for an established computer manufacturer which has a turnover of approx £15 million and is part of a multi national electronics group. The Company has a reputation for providing leading edge computing and connectivity solutions to government, consumer and institutional markets.

The main objective of the role is to manage the Consumer and Personal Productivity computer markets. Acorn is seeking to significantly increase its share in these markets and this is an opportunity to make a large impact upon the Company's success. The Sales & Marketing Manager will be responsible for Home/Hobby, Home Learning, Home Entertainment and Personal Productivity requirements.

Candidates should be able to demonstrate a solid record of sales and marketing achievement including the proven ability to motivate sales teams. Experience should include at least 2-5 years in a sales and marketing management role within the consumer computer industry.

To take the next step forward in your career  
fax your c.v. on 071-434 1171 or send your c.v. to:  
Harley-West Associates Ltd.,  
266-270 Regent Street, London, W1R 5DA.

**HARLEY-WEST**  
RECRUITMENT  
MANAGED IT SELECTION

**Acorn**

## An Outstanding Opportunity In INTERNATIONAL TRADING

Oxford

To £40K plus Car

Well-established in the food trading market, E.E. & Brian Smith have enjoyed an impressive growth rate over the last eight years. This has created the need to appoint an executive of the highest calibre, capable of working with the Directors to serve existing clients and to develop new relationships nationally and internationally.

Candidates will probably but not necessarily come from a trading or broking background and will have an acute intellect, demonstrated by a good university degree. A sound commercial instinct and an attractive and mature personality are other attributes required. The age range envisaged is 25 to 32.

Prospects for promotion are excellent. The position carries a wide range of executive benefits.

Applications, please, quoting Ref: 311/8 to AGC Consultants Ltd,  
26-28 Bedford Row, London WC1R 4HE.

**AGC**  
CONSULTANTS LTD

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YOU WON'T  
BE STUCK  
IN A  
CORNER.

You don't need previous experience to sell pensions,  
savings and investment products for Barclays Life. With  
the comprehensive training we give you, success could  
be just around the corner.

We have vacancies in most areas, but particularly  
need sales people in London and the Home Counties.

So if you can drive and have the use of a car call  
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**BARCLAYS**

## EXECUTIVE OPPORTUNITIES

Analyst Programmers to Team Leaders  
CAPITAL MARKETS...  
RELATIONAL DATABASE...  
STRUCTURED SYSTEMS DEVELOPMENT...

If you're skilled in one or more of these areas, an investment bank has an exceptional proposition...

To £35K + benefits - London

Our client is the Capital Markets Division of a major international investment bank - a consistently profitable player in a number of niche markets. In their strategy of ongoing investment in progressive systems architecture, they have embarked on the bespoke development of Capital Markets Trading and Settlements systems. This planned addition of further applications will cover treasury derivatives, bonds, equities and equity derivatives for both the front and back office environments. Now is the time when further strength must be added to the development group. This is split into small teams and demands individuals prepared to take early responsibility for a sizeable and visible part of the overall project and take it from analysis and user agreement through specification and coding to final implementation using "state of the art" technology. From Analyst Programmer to Team Leader level, the need is for graduates with at least a two-year track record of systems delivery and specific skills in one or more of these areas:

- Development in a structured methodology environment

■ Capital Markets Systems  
■ Relational Database, 'C'  
Ideally, but not necessarily, from an investment banking or management consultancy/software house environment, you will need a pragmatic approach and the ability to work shoulder to shoulder with the business. Your leadership qualities will be tested at every level through rapidly added responsibility, and there are real options for a move into the business/trading side. Salaries offered will be dependent on track record but our client is prepared to invest in the best. They come with a bonus package based on merit and profit, together with a range of other non-contributory insurance schemes.

If you're certain you have what it takes to capitalise on these outstanding opportunities, please call our consultant Steve Greenall on 071-253 7172 during office hours or on 0831 145022 evenings and weekends. Alternatively, send your cv, quoting ref: 544, to him at JM Management Services Limited, Chandos House, 1214 Berry Street, London EC1V 0AQ. Fax 071-253 0420.

*JM*  
1982  
1992

Price Waterhouse  
EXECUTIVE SELECTION

## Management Services Manager

To £50,000 + Car + Excellent Benefits

Central London

Land Securities is the largest quoted British property investment and development group, with a portfolio extending to all parts of the UK. As the sector leader it is also the only member of the property sector in the FTSE 100.

The retirement of the current post-holder means that a new Management Services Manager is required to be responsible for providing vital management information and performance monitoring data, key to the decision making process, as well as support for engineering applications, such as CAD and building energy management.

With a sizeable department of systems development and

operations staff, you will devise and lead the implementation of a new information systems strategy, which should address amongst other issues those relating to the potential progression to an 'open systems' policy. Current systems are based around a Bull mainframe, with a growing number of networked PCs.

A graduate with an extensive background in systems project development, you will have had responsibility for budgeting and cost-control and have successfully managed a department.

A knowledge of the property industry would be valuable but not essential. Of more importance are the personal qualities of drive and

commitment, together with the ability to relate to colleagues with varying levels of IT knowledge.

If you feel stifled in your current post or are ready to accept the demands of running your own department within a blue chip organisation then we would be interested in hearing from you.

Please write in confidence, enclosing a full CV and quoting the reference number M/1279 to Michael Phillips  
Executive Selection  
Price Waterhouse  
Management Consultants  
Milton Gate  
1 Moor Lane  
London EC2Y 9PB  
Fax: 071-638 1358

## RESERVOIR ENGINEERING

## North Sea &amp; International Ventures

Hamilton Oil Company's impressive record of achievement - including producing the first oil from the North Sea - has brought a deserved reputation for innovative engineering. The ability to consistently find creative and practical solutions has been a key factor in the organisation's success and has helped maintain its competitive advantage.

The Company has a major work programme ahead with six operated projects under development and participation in five others. In addition, the Company is actively pursuing ventures in Africa, the Middle East and the CIS. To help meet these challenges, Hamilton Oil now has an opportunity for a young engineer to join its highly respected Petroleum Engineering team based in central London.

To be considered you will have 5-12 years' experience, mostly gained with a North Sea operating oil company. Technically excellent, your reservoir engineering experience is wide-ranging, preferably including well testing and analysis, reservoir simulation modelling and reservoir development planning.

Hamilton Oil Company Ltd



A subsidiary of  
BP  
Petroleum

Although there is flexibility concerning the level of your experience, what cannot be compromised is your ability to work effectively as a team member. Good communication skills, commitment and the desire to excel are essential to play a full role in the department's activities.

With the range of projects and increasing international involvement, you are assured of first-class career development. In line with its policy of rewarding high achievers the Company offers excellent financial rewards as well as non-contributory benefits, including a quality company car.

To discuss this opportunity contact David Jones or Barbara Digby during office hours on 0734 566114. At other times contact David Jones on 0734 482370.

Alternatively, write to them with career and salary details at:  
Digby Jay Jones - Oil & Gas - Search - Selection -  
The Atrium Court, Ape Plaza, Reading, Berkshire  
RG1 1AX. Fax: 0734 560350.

Price Waterhouse

EXECUTIVE SELECTION

## General Manager - Operations

£50,000 Package + Car + Benefits

West Midlands

Our client is a successful market leading retailer with a reputation for design, manufacturing quality and customer service excellence in a highly competitive market place.

Due to retirement, a General Manager - Operations is required to fill an unusually broad and autonomous role with responsibility for initial design, manufacturing, materials management and distribution through to after sales service. Reporting directly to the Managing Director, the General Manager - Operations will be responsible for 500 staff and a budget of £15 million and will be

expected to contribute to overall business strategy in addition to managing the up-grading of manufacturing facilities.

Candidates are likely to be aged 35 to 45 and educated to degree level. They will be commercially and financially aware and will currently be operating at Director level, ideally in a fast moving, high specification, consumer oriented environment. Team management skills and the ability to work alongside Board colleagues are as important as a track record of managing manufacturing change. Knowledge of modern techniques

including JIT and TQM is taken for granted, as is significant experience in managing sizeable manufacturing operations, materials management, distribution and the control of multi-site and field-based staff.

Please telephone Mark Harsnion on 021 200 3000 or write to him, enclosing full career details, present salary and quoting Reference MCS-8943, at: Executive Selection Division Price Waterhouse Management Consultants Cornwall Street Birmingham B3 2DT

## BUSINESS STRATEGY CONSULTANTS

WHERE ACTIONS SPEAK AS LOUDLY AS WORDS

London  
Top-level package + car + benefits

This is an opportunity to use your business strategy skills in a consultancy environment where equal emphasis is given to development and implementation. PA's strength has always been in managing strategic change, and in directing business strategy projects you will be able to draw on the multidisciplinary skills-base of our international management and technology consultancy. This will enable you to put together teams whose direct business experience embraces a range of functional specialisms such as technology, IT, HR and manufacturing and whose backgrounds may cover a variety of sectors.

PA's project portfolio encompasses many challenges for those with the credibility and capability to develop business within leading organisations at the

highest levels. As one of our most senior consultants you can expect to be involved in corporate and business strategies, business development, and acquisitions and mergers. Our aim is always to create lasting business advantage for our clients.

To join us, you will need a good first degree, and a further business qualification would be an advantage. You are likely to have a successful track record in industry, particularly in the food and drink or financial services sector and your experience of selling and directing large-scale projects has probably been gained in a consultancy environment. The ability to operate effectively in presentations and negotiations up to Board level is essential.

We offer a salary and benefits package which clearly reflects the seniority of these challenging roles. If you feel you have the level of expertise necessary to succeed, please send your cv to Christine Jackson, PA Consulting Group, 123 Buckingham Palace Road, London SW1W 9SR.

PA is an equal opportunity employer.

PA Consulting Group  
Creating Business Advantage

Delivering the real benefits of Open Systems to major organisations

## MAJOR ACCOUNT MANAGERS

Basic Salary to £36k, OTE £60k, quality car and benefits package

Part of a large international group, this respected UK computer services company has played a leading role in the Open Systems arena for more than ten years and has built an impressive range of expertise and services. Working with the foremost hardware vendors and major users our client has developed key architectures and enabling technologies for the transition to Open Systems, and has designed and delivered major projects which are internationally recognised. Recent developments for leading industry players will dramatically accelerate the pace and widen the scope of "rightsizing" and, as developer, our client is in a unique position to win the contracts which will inevitably follow in this area. Major Account Managers will play a key role in

Identifying, developing and closing major sales opportunities directly with blue-chip accounts, and in partnership with leading hardware and software suppliers. We seek sales professionals who have a successful track record in selling services and are accustomed to managing bids for projects in the £500k to £3 million range. Ideally, candidates should have expertise in one of the following major account sectors: Commercial, Finance and Banking, Telecommunications or Defence. These are high profile senior roles calling for a good knowledge of, and interest in, Open Systems Technologies and their future potential. Naturally, excellent interpersonal skills; team playing ability and considerable personal drive are vital requirements.

Candidates should write to, or telephone, Terry Toms at Executive Network Consultants Ltd, 125 High Holborn, London WC1V 6QA. Tel: 071-242 2010. Fax: 071-430 2587. Weekends (4pm to 9pm) or evenings on 0831 139906.

Executive

## QUALITY MANAGER

PC MANUFACTURER

To £35,000 + car & benefits

A key role in the management of product and service quality and the gaining of ISO 9000 approval

M4 Corridor

THE COMPANY  
■ The PC manufacturing subsidiary of a dedicated worldwide IT supplier.

■ A complete PC product range extending from notebooks to power lie servers.

■ Excellent reputation for the quality of its service, training, logistics and support functions.

THE ROLE  
■ Develop the Quality Management System and take responsibility for the company's product and service quality.

■ Responsible for the quality assurance plans for third party suppliers to the company's major customers.

■ Move towards establishing a Quality programme for the company's extensive reseller network.

THE QUALIFICATIONS  
■ At least five years experience in Quality Management in the IT industry.

■ In-depth understanding of Quality Systems and supplier assurance.

■ A strong personality with a mature diplomatic style.

■ Degree in engineering, computer science or business related discipline.

Please send full CV quoting ref: ZD704 to:  
Ben Dixey, Dixey Robb Associates,  
22 City Business Centre, Hyde Street, Winchester,  
Hampshire SO23 7TA.  
Tel: 0962 877822 Fax: 0962 849628



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## EXECUTIVE OPPORTUNITIES

FAX 071-782 7826

**NOKIA**  
MOBILE PHONES

**Creative and Competitive  
Marketing Manager  
Conquer the Americas**

**Nokia Mobile Phones**, Europe's largest manufacturer of cellular phones, markets its products in over 40 countries worldwide. Hitherto, competitive advantage has depended on technical innovation as manufacturers have leapfrogged each other in producing smaller, cheaper and more reliable portable phones. The phones are now rapidly becoming commodity products and spectacular worldwide growth is anticipated as the 'person in the street' is educated to the concept of mobile communications and a diverse range of value-added services.

Nokia is strengthening its worldwide marketing group and bringing into the company vital consumer and brand marketing expertise in order to support current sales growth. One of the new opportunities is for a Marketing Manager, based in the UK, with responsibility for the Americas where Nokia already has a strong presence.

Have you the commercial vision to match this unique challenge? Please write with full CV, to our consultant, Patrick Hill, of Aston Zoraster Limited, Westminster House, 58 London Street, Reading, Berkshire RG1 4SQ. Telephone 0734 566123.

**Aston Zoraster**

INTERNATIONAL SEARCH & SELECTION

**Project Manager**

**Investment Operations Systems Development**

**Package to £50K including banking benefits - Central London**

J.P. Morgan Investment Management Inc specialises in international investment of both equities and fixed income securities, with some \$21 billion worth of client assets under our expert control worldwide.

The Settlements, Accounting and MIS systems, so critical to the success of this operation, are developed by a small but highly talented team based at our Pall Mall offices.

The Project Manager we are now seeking will be very much a part of this team. They will have hands-on involvement in design and analysis, whilst building close working relationships with the business users.

A constant stream of projects will continue to build on the strength of our existing VAX based systems while introducing new levels of flexibility for future needs. In this respect, familiarity with the techniques, capabilities and potential pitfalls of the emerging workstation technologies will be an

advantage as we review the ability of Open Systems to provide rapid, high quality applications to our users.

A graduate (with at least a 2:1 degree) in your mid 20's to early 30's, you will have a highly numerate mind, a real gift for communication and a four to eight year track record in building financial back office systems. You will currently be working within a similar environment.

The package quoted includes a mortgage subsidy, profit sharing bonus, non-contributory pension scheme and SPPA.

To apply, please call our consultant Simon Given on 071-253 7172 during office hours. Alternatively, send your cv, quoting ref:542, to him at JM Management Services Limited, Chandos House, 12-14 Berry Street, London EC1V 0AQ. Fax 071-253 0420.

**J.P. Morgan  
Investment**

**Advertising and Creative Services Manager**

**West London**

Apple Computer is an outstanding success story in the computer industry. Renowned for its easy to use personal computers, the Company is now branching out into new technology products for many markets. The recent formation of pan-European business units has highlighted the need for consistent and effective communication with both prospective customers and the marketplace in general and we now wish to appoint an Advertising and Creative Services Manager for the UK.

Based near Heathrow and reporting to two European functional heads, the successful applicant will contribute to the development of European advertising and media strategies and will lead a small team accountable for their implementation locally. In addition, this individual will take responsibility for merchandising, trade shows, direct mail campaigns and the design and production of marketing collateral. The role will also involve the management of outside agencies and control of the UK budget.



Apple Computer

The Apple logo is a registered trademark, and Apple is a trademark, of Apple Computer, Inc.

**c.£40,000 + car**

Applications are invited from individuals with management experience in both advertising and creative services and a proven ability to translate market needs into communications strategies. The ability to function effectively as part of a multi-national team is critical, as are budget and people management skills. A high level of commercial acumen is also essential as the jobholder will be required to initiate and deliver creative programmes in conjunction with regional Business Managers.

In return we offer a salary of around £40,000, company car and the range of benefits to be expected from a major multinational corporation.

Applicants are invited to submit a cv to our advising consultant, David Abbott at David Abbott and Partners, 65, High Street, Marlow, Bucks, SL7 1AB, quoting reference HSVW. Alternatively, fax it to him on 0628 486221 or telephone 0628 481888 if you require further information.

**Group Security & Audit Manager**

**Food Manufacturing**

**To £50,000 + Bonus + Benefits**

**London**

**New role at the heart of a major International plc.**

**THE COMPANY**

- ◆ Multi billion turnover, c 45,000 employees.
- ◆ Major operations in food manufacturing, also other non-food interests.
- ◆ Operating companies in UK, North America, Europe.

**THE ROLE**

- ◆ Corporate responsibility for protection of physical and intellectual property, internal audit and crisis management planning. Report to Group FD.
- ◆ Develop, implement and test security and incident response strategy. Liaise with external consultants, investigate theft and losses.

Please reply in writing, enclosing full cv, Reference ML2949  
Courthill House  
Water Lane, Wilmslow  
Cheshire, SK9 5AP



**NB SELECTION LTD** - a Norman Broadbent International associated company  
MANCHESTER 061 539555 • LONDON 071 493 6391 • SLough 0735 819227 • BRISTOL 0372 291142  
GLASGOW 041 204 4334 • ABERDEEN 0224 638080 • BIRMINGHAM 021 233 4656

**Management Consultants**

- ◆ Highly successful, independent, expanding UK Management Consultancy
- ◆ Key challenging roles - develop/implement improvement programmes for a prestigious client portfolio
- ◆ Manufacturing/Processing emphasis with significant presence in other industries including utilities and health
- ◆ Salary at £17,000 + benefits including performance bonus

Sustained growth and future UK/European expansion has led this well respected management consultancy to an exciting phase of its development.

Your new role as a Management Consultant will involve working on site developing initiatives and programmes to grow clients' businesses. You will work as part of an experienced team supported by a range of sophisticated systems. Ongoing training will be a feature of your career.

Aged from around 35 years, you are degree-qualified (or equivalent) and can demonstrate success in a supervisory/management role in a 'shop-floor' environment. Experience in modern manufacturing/planning techniques would be advantageous (eg TQC, JIT, MRP II). You are adept at developing people, relate well at all levels and you thrive in an environment where delivering practical solutions and influencing change are the prime factors for success.

Considerable ongoing travel is required throughout the UK; however, relocation will not be necessary.

Planned growth, both here and internationally, will facilitate several long term career options.

Please write, enclosing full cv, Ref L2955  
NB Selection, 54 Jermyn Street, London, SW1Y 6LX



**NB SELECTION LTD** - a Norman Broadbent International associated company  
LONDON 071 493 6392 • BIRMINGHAM 021 233 4656 • SLough 0735 819227 • BRISTOL 0372 291142  
GLASGOW 041 204 4334 • ABERDEEN 0224 638080 • MANCHESTER 061 539955

**Sales Director**

Consistent sales and profit growth, major long term financial backing and a track record of delivering added value quality IT products and services to major corporates are the keynotes of our client's success story.

The role of the Sales Director will be crucial in ensuring achievement of the Workstation Divisions' strategic goals. For the successful individual, it provides an opportunity to take Board responsibility for swiftly growing this relatively small Division into a substantial business within the Group. The scope to dramatically influence the future of the business is second to none. The individual will have a rare mix of entrepreneurial, management and sales skills.

You must have a consistently successful track record in setting and achieving demanding growth targets in IT solutions sales, to major blue chip organisations. Board-level credibility, pragmatism and the determination to deliver are essential.

To attract the calibre of individual our client seeks, this appointment carries a substantial basic salary and a range of excellent benefits including equity participation, private health and executive company car.

In the first instance write to Hugh McVicker, enclosing a full CV together with recent salary progression, at Macmillan Davies, Salisbury House, Bluecoats, Hertford, Herts SG14 1PU. Fax No. 0992 589434. Tel: 0992 552552.

**Board Appointment**

**UNIX Workstations**

**Hertfordshire**

**c.£100,000 Package**



**Macmillan Davies**

SEARCH & SELECTION

**SOUTH HANTS**

**OTE c £40,000 + CAR**

**Sales Manager  
Voice Processing**

For this rapidly expanding and very successful high technology group operating at the leading edge of the voice processing industry. The organisation designs, manufactures and sells advanced interactive voice processing equipment for the telecommunications market worldwide and is committed to the further development of its emerging European operations.

As a member of a dynamic sales team you will be required to identify, develop and exploit sales opportunities in various territories in Europe and around the world. You will be expected to make a major contribution in driving forward business performance and be instrumental in planning and determining sales direct to end-users.

This demanding position calls for an innovative, technically capable, business-oriented sales

professional with strong interpersonal and negotiation skills and the resilience to absorb the pressures of extensive travel. Ideally, the successful candidate will be bilingual but must be degree qualified. Probably in the age range 30-35, you should have obtained five years' experience of selling sophisticated electronic telecomms/datacomms systems, some of which should have been gained in continental Europe.

Please send full personal and career details, including current remuneration level and daytime telephone number, in confidence to Adrian Edgell, Coopers & Lybrand Executive Resource Limited, 9 Greyfriars Road, Reading RG1 1JB, quoting reference AEB53 on both envelope and letter.

**Coopers & Lybrand** Executive Resource

071-481 4481

## EXECUTIVE OPPORTUNITIES

FAX 071-782 7826

*A Great Development Deserves a Great Developer*

## MANAGEMENT DEVELOPMENT CONSULTANT

£33 - 36K + CAR, BONUS &amp; BUPA

The completion of our prestigious purpose built headquarters at Kingwood, Surrey was a landmark in Legal & General's long history at the forefront of the financial services profession, heralding a dynamic new phase of growth and a radical change of culture.

A renewed sense of commercial awareness permeates the organisation, bringing with it enormous potential for business development. The aim of this pioneering new role is to ensure that we meet our overall business objectives through the development of new and existing managers. That means wielding considerable influence throughout the organisation, working at the highest corporate levels and closely with branch managers throughout the UK to assess business needs,

set objectives and formulate effective training and development solutions.

Reporting to the Training Director (Financial Consultancy), you will also be involved in the "classroom" where sound management training experience and a good deal of personal credibility come to the fore, probably acquired either in a blue chip environment or a consultancy firm.

Blending comfortably with this essentially rather youthful environment with its commitment to equal opportunity, you're a true pioneer, educated to degree level, who relishes a challenge and strives for personal and commercial advancement. Central to our long term development, your involvement in every aspect of the

entire business will equip you for virtually unlimited career possibilities. The package is all you would expect, including annual performance bonus, BUPA, non-contributory pension, PPI and 6 weeks holiday.

If you're the development pioneer we're hoping to find, write with full CV to Rebecca Watson, Recruitment & Administration Manager, Legal & General Assurance Society Limited, Legal & General House, Kingwood, Teddington, Surrey KT20 6EU. Tel: 0737 370370 Ext. 4165.

We would also encourage applications from candidates with a relevant background who have not quite achieved this level of experience.



A central role in Organisation Design, Development and Implementation

## INTEGRATION PLANNER

West Yorkshire

£32,000 + car scheme + benefits

National & Provincial is widely recognised to be at the leading edge of organisation design and development. Moving from hierarchical structures to a process-based architecture, our success has been based on consistent, integrated teamwork and quality enhancement through people. Competitive advantage has been achieved by quality products, services and building long-term customer relationships.

By ensuring consistency in the development and integration of process plans, you will facilitate the management processes to develop implementation plans for the processes they manage. You will also be involved in business plan modelling, rolling plan methodologies and the measurement of process effectiveness.

As Integration Planner, your position will be at the interface of the proposal, planning, implementation and measurement matrix. Consequently, you must have an approach which continually challenges accepted practices, seeking improvements in an environment where there are no 'right' or 'wrong' answers.

A pro-active and conceptual thinker, you will have highly developed business skills, ideally with a business school qualification, and possess substantial organisation design, development and implementation experience. Creative and fluid in your thinking, excellent communication skills will enable you to drive forward the process of understanding.

And achievement will bring recognition and reward. An attractive salary is complemented by wide-ranging career opportunities, excellent financial sector benefits such as a car scheme, immediate concessionary rate mortgage and, where appropriate, relocation assistance.

Please write in confidence, enclosing a full CV and quoting reference AI/AN, to Alyson Ireson, Manager of Human Resource Operations, National & Provincial Building Society, Provincial House, Bradford, West Yorkshire BD1 1NL.

The Society is an Equal Opportunities Employer



## SENIOR PROFESSIONALS IN DATA AND VOICE COMMUNICATIONS

Our client is one of Europe's fastest-growing companies, a name synonymous with quality and performance in the communications sector. The company is highly successful and continuing to increase its market share. As a result, they now wish to appoint two key professionals.

TECHNICAL CONSULTANT - MAJOR BIDS  
£35K + CAR

Working with product and sector specialists, you will analyse the network requirements of potential major customers, then devise the optimum technical solutions and document your proposals in a persuasive and professional manner. Your responsibilities will also include producing project plans and leading the technical presentation on major bid submissions.

The need is for an experienced Project Manager or Technical Consultant with a detailed knowledge of both data and voice network solutions, gained in the large systems or services sector. Experience of Major Bid submissions is essential. You must be an effective communicator, both verbally and in writing and should be up-to-date with the latest developments in communications technology.

PRODUCT MARKETING MANAGER  
£35K + CAR

Your challenge will be to develop a network product line, revenue and customer base to achieve maximum business success. This will include competitor analysis, researching the market, managing the product development programme and liaising with equipment suppliers to provide an input to their development plans. You will work closely with colleagues in Market Planning and Market Communications to target specific market segments and produce high quality documentation.

You should be a graduate with a degree in a technical or business subject and, ideally, an MBA. You must have at least five years Marketing experience in the IT/communications sector with proven product and people management skills. A dynamic leader with a high degree of motivation, you must have strategic vision and first-class presentation skills.

In addition to competitive salaries, our client offers comprehensive benefits and excellent career prospects in a profitable and thriving business based in the Home Counties.

In the first instance, please post or fax your c.v. to: Simon Poole, Stafford Long & Partners Recruitment Limited, 12-14 Whitfield Street, London W1P 5RD. Fax: 071-436 9306. Please quote reference 5505.

MIDDLE EAST EXECUTIVE MANAGEMENT  
RECRUITMENT

MANAGING DIRECTOR

£26,000 + management fees + car +

over 20% commission + 12 months contract +

£10,000 + 12 months bonus + 12 months

£10

071-481 4481

## GENERAL APPOINTMENTS

FAX 071-782 7826

## JOINT NATURE CONSERVATION COMMITTEE

The Joint Nature Conservation Committee (JNCC) was established under the Environmental Protection Act 1990 to deal with nature conservation issues relating to Great Britain, the United Kingdom and International aspects.

Applications are invited for the following post based in Peterborough.

## HEAD OF PUBLICATIONS

As Head of Publications you will be responsible for the development, planning and management of the JNCC's publications programme. This will involve identifying publishing needs and tailoring audiences in respect of the full range of JNCC's work. You will develop and implement house styles for series publications in specialist areas; advise on design and print on other publications; liaise with commercial printers and undertake some editorial work. You will also be involved in organising promotional, publicity and media relations events and will prepare press releases. In addition, you will be responsible for the effective and efficient management of the section and the publications budget.

A broad knowledge of nature conservation activities and background in natural history publications is required. You should also have a good analytical, experience in design, specifications, an innovative approach and an eye for design. An ability to communicate well, good presentation skills and a desire to work with others are all essential prerequisites for this post.

Applicants should ideally have held a full clean driving licence for not less than two years. You should note that the introduction of a no smoking policy within the JNCC Headquarters has been proposed. Salary will be dependent upon relevant qualifications and experience, and will range between £15,312 - £21,792, additionally there are performance related increments.

Applications forms and further particulars are available from Mrs. C.A. Vellary (01763 282174), 3rd Floor Monksdale House, City Road, Peterborough, PE1 1JY. Tel. No. (0733) 622262 ext. 4221. This closing date for applications is 7 August 1992.

JNCC is an equal opportunities organization.

THE COMMISSION OF THE EUROPEAN COMMUNITIES  
ADMINISTRATORS ON TEMPORARY CONTRACT  
FOR THE DIRECTORATE GENERAL EXTERNAL RELATIONS

## ASSISTANCE IN SUPPORT OF ECONOMIC REFORM IN THE FORMER SOVIET UNION

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ref. 8/7/92/1

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could be applied in the CE Project and programme experience in the former Soviet Union would be an advantage.

ref. 11/7/92/1 - Human resource developments: specific requirements:  experience in human resource development in general and management training in particular;  good knowledge of principal management and organisational skills;  practical experience of the EC, particularly in the preparation of their work;  sound knowledge of state planning institutions in the former Soviet Union;  experience in restructuring or training institutions

ref. 12/7/92/1 - Financial services: specific requirements:  experience in formulation and implementation of projects in the financial services section;  good knowledge of principal management and organisational skills;  practical experience in general management issues and organisational matters;  experience in training programmes applicable to financial services sector in the former Soviet Union would be an advantage.

general qualifications applying to all posts:  national of one of the Member States of the European Community;  the completion of a university degree;  at least 12 years post university professional experience;  knowledge of the European Community's policy with respect to the former Soviet Union;  practical experience of the relevant sector of the economy, including the process of reform and restructuring of transformation in the sector concerned;  knowledge and experience of European community development assistance procedures in the former Soviet Union would be an advantage;  fluency in one of the official languages of the European Community; a good command of a second language; fluency in English and French highly desirable; Russian language desirable;  born after 30.06.1947.

ref. 13/7/92/1 - Nuclear safety: specific requirements:  knowledge of and practical experience in EC energy policies, generation and distribution, in particular where these relate to nuclear power generation;  a thorough knowledge of and practical experience in the safety aspects of nuclear power generation;  knowledge of and practical experience in the safety aspects;  a thorough understanding of functioning and organisation of public and private sector operators, and how these operational experiences

ref. 14/7/92/1 - Management of agricultural projects: specific requirements: extensive professional experience in the management of agricultural projects

ref. 15/7/92/1 - Management of industrial privatisation and restructuring: specific requirements: extensive professional experience, proven track record and detailed knowledge of the methodology, techniques and operational aspects of privatisation, restructuring, and/or regional industrial reconversion, including implementation of programmes.

ref. 16/7/92/1 - Management of foreign investment and exports: specific requirements: extensive practical experience and detailed knowledge in the promotion of foreign investment and of exports.

ref. 17/7/92/1 - Labour market and the social safety nets: specific requirements:  practical experience of labour market measures appropriate to the economic transition in East and Central Europe and the development of social safety nets adapted to the new circumstances;  knowledge of principal management and organisational skills;  practical experience of the EC, particularly in the preparation of their work;  good knowledge of Community policies and programmes in employment training and social policy; specific knowledge of one or more East and Central European countries (including language competence) would be an advantage.

ref. 18/7/92/1 - Health and human resources: specific requirements:  experience in project design and implementation in the field of health policy reform and Central Europe with particular reference to primary health care and the development of systems of providing public health care;  additional experience in the area of professional services would be an advantage.

ref. 19/7/92/1 - Public administration: specific requirements:  extensive professional experience in project design and implementation of a sector of reform and restructuring of public administration;  knowledge of conditions and understanding of the reform process in Eastern and Central Europe is essential.

ref. 20/7/92/1 - Transport and communications: specific requirements:  extensive professional experience in project design and implementation of a sector of reform and restructuring of public administration;  knowledge of conditions and understanding of the reform process in Eastern and Central Europe is essential.

ref. 21/7/92/1 - Environment: specific requirements:  extensive professional experience in project design and implementation of a sector of reform and restructuring of public administration;  knowledge of conditions and understanding of the reform process in Eastern and Central Europe is essential.

ref. 22/7/92/1 - Rendering and procurement specialists: specific requirements:  extensive professional experience in project design and implementation of a sector of reform and restructuring of public administration;  knowledge of conditions and understanding of the reform process in Eastern and Central Europe is essential.

ref. 23/7/92/1 - Management of environmental projects: specific requirements: extensive professional experience in the management of environmental projects.

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ref. 26/7/92/1 - Enterprise privatisation and restructuring: methodology and overheads: specific requirements:  professional experience, proven track record in the methodology, techniques and operational aspects of privatisation and restructuring, including the implementation of programmes.

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MAGISTRATES COURTS SERVICE INSPECTORATE  
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The Government is establishing a new Inspectorate within the Lord Chancellor's Department, which will monitor the management and operation of all magistrates' courts in England and Wales, to ensure the maintenance of the highest standards of service and the provision of value for money uniformly across the service.

The Inspectorate will be organised on a regional basis with its headquarters in London and will have a staff of about 25 under a Chief Inspector. It will carry out a programme of local and thematic inspections and reviews to identify and promote best practice, as well as identifying ways of improving the interface between magistrates' courts and other parts of the criminal and civil justice systems.

The Chief Inspector, supported in the first place by one of the Inspectors, will be responsible for establishing the initial organisation of the Inspectorate to achieve its aims within a prescribed timescale and thereafter for its line management and performance. Working in close liaison with the Lord Chancellor's Department, the postholder will act as the Lord Chancellor's chief professional adviser on the operation of the magistrates' courts and will have the opportunity to make an important contribution to the development of the new management and organisation structure for the magistrates' court service set out in the White Paper "A New Framework for Local Justice" (Cm 1829).

Applicants should have a high degree of energy, enthusiasm and personal commitment to raising standards in an important public service. They should be able to demonstrate a successful track record in senior management roles in an interdependent environment. They should be capable of demonstrating sound independent judgment of organisational performance and identifying and implementing any necessary strategies for change.

Considerable communication and interpersonal skills are essential to establish close links with the service and quickly to gain the confidence of magistrates and court staff.

Both posts are for an initial fixed term of four years with the possibility of being extended upon completion. Salaries will be to £47,921 (Chief Inspector) and £34,667 (Inspector) (including performance supplement). (More may be available for applicants with exceptional qualifications.) Both positions are based in London and eligible for £1,750 London weighting allowance, but travel outside London will be required for which travel and subsistence expenses will be met.

For further details and an application form (to be returned by 28th August 1992) write to Recruitment & Assessment Services, Alescon Link, Basingstoke, Hants RG21 1JB or telephone Basingstoke (0256) 468551. Please quote ref: B1653.



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Please quote ref. HRD 116

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## Looking east for exports

A course in Japan for businessmen could lead to more trade links, writes Widget Finn

When Japanese businessmen gave Martin Wadsworth a standing ovation for his karaoke version of a Beatles hit, he knew he had graduated from the European Commission's executive training programme (ETP) with honours. As the export sales manager for Guardmaster, a Manchester manufacturer of safety interlock systems, Mr Wadsworth knew Japan was a growth market for his company's products. The barriers of language and business culture, however, made progress difficult.

"I have done presentations all over the world," Mr Wadsworth says, "and Japan was the only place where I needed an interpreter. I was convinced that the only way to break into the Japanese market was to learn the language."

In 1989 Mr Wadsworth secured a place on the European Commission's executive training programme. He spent a year studying Japanese in Tokyo, followed by a six-month work placement with the Japanese government.

The commission programme was set up in 1980 as part of its Japan Export campaign to create a pool of young European business people who are informed about Japan, its language and business practices. Every year 50 executives are recruited from organisations in community countries. This year they include seven from the UK.

The right company is as important as the right candidate, explains Gil Warnock, the director of European Community services for PA Consulting Group, which is handling the preselection process for the commission. Mr Warnock says: "Our criterion is whether the European Community balance of trade with Japan will be improved by offering a place to a particular executive. So we are looking for companies that are already exporting to Japan or plan to do so. They also have to back their candidate by covering travel expenses, continuing to pay a salary during the course and guaranteeing a job afterwards."

The total bill is heavy. The commission pays for the programme, 90,000 ecus (about £65,000), for the first employee from any company. Some large companies, including Unilever, are so convinced of the benefits that they have sent executives at their own expense.

Candidates must be proficient in English, but a language degree is not essential. Nick Collins, the London sales manager for Pringle of Scotland, whose kniwear is a status symbol in Japan, found only 10 per cent of the participants on his ETP course were gifted linguists. He, like the remainder, had to work hard.

Japanese, described by an early Dutch traveller as "the devil's language", is made up of characters of which knowledge of 2,000 is needed to read the equivalent of *The Sun* newspaper, and 4,000 for *The Times*. At the end of a year's study ETP graduates have learned 2,000 characters. This knowledge may limit their reading matter but is apparently sufficient for conducting business.

Mr Wadsworth, whose speciality is industrial safety, spent six months in the Japanese labour

ministry's health and safety section. Both sides benefited. Health and safety regulations in Japan are virtually non-existent — more than 4,000 people had serious accidents on press machines in Japan last year, compared with 20 in the UK. Mr Wadsworth educated the Japanese government in European safety standards, many of which it intends to adopt.

Japan is now Guardmaster's biggest export market, doubling its share of the company's turnover to 5 per cent since Mr Wadsworth completed the ETP programme. During his stay, he also advised Toyota on UK safety regulations, which resulted in Guardmaster being included in the building specification for the new UK-based Toyota factory, bringing £100,000 worth of business.

There are also personal gains. Mr Wadsworth has been promoted to the post of sales director, and finds that after Japanese virtually anything else seems easy. There are drawbacks, however. "You reappear after 18 months," Mr

Wadsworth says, "and colleagues think that it was just a holiday. They do not appreciate that you have bridged an enormous cultural gulf."

The bridges would not even be spotted by somebody unversed in Japanese business culture: invitations to senior managers' homes, a rare event even for nationals. Mrs Wadsworth's inclusion in the company's annual holiday, unheard of in a culture where only employees participate and, of course, the karaoke accolade.

Are not the 400 business people who have gone through the ETP programme to date just a drop in the ocean? "It is a small number," Mr Wadsworth agrees, "but it is a beginning, and gives an insight into the subtleties of a totally different business language, which you cannot learn unless you live and work in the country."

Information on the European Commission's executive training programme in Japan: PA Consulting Group, 123 Buckingham Palace Road, London SW1 9SR (071-730-9000)



Training for trade: Martin Wadsworth went to Japan with business in mind, and even gave a karaoke version of a Beatles number

### The business language is different. You cannot learn it unless you live there'

Wadsworth describes as "the crucial part of the course": the placement in companies. Candidates have to arrange their placements, which is fine, he says, for people who already have contact with Japanese companies but difficult for those who do not.

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ministry's health and safety section. Both sides benefited. Health and safety regulations in Japan are virtually non-existent — more than 4,000 people had serious accidents on press machines in Japan last year, compared with 20 in the UK. Mr Wadsworth educated the Japanese government in European safety standards, many of which it intends to adopt.

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## COPING WITH REDUNDANCY

### From the army to the firing line

Redundancy is common-place throughout society, but in the army its pace is remarkable. Three thousand will leave this year and 7,000 a year during the next three years, which is over and above the annual 30,000 who leave as part of an accepted career plan.

Many of those taking redundancy will not be the typical ambitious officers in their late twenties, aiming at a slick City job, but senior officers in the 40 to 50 age bracket.

Not only can their age and seniority be a handicap, but an army background can also lead to difficulties, mostly in adapting to the culture of civilian life.

Tony Bennett, for example, left the army as a full colonel at 55. "I did not prepare very seriously," he says. "Early on, I had a good job interview, although I didn't get the job — which gave me a false sense of security. With hindsight, I wish I had spent more time taking advantage of the courses offered by the services, and talking to friends outside."

Col Bennett went on a six-week business management appreciation course (BMAC) sponsored by the army at the Polytechnic of Central London. Last month the forces launched an initiative to ease the transition to civilian life. The training opportunities now available are worth exploring.

The job hunting process for Col Bennett "was awful". Between September and February he sent 60 or 70 letters. However, help was at hand.

"There are lots of sources of information," he says. "I spent a lot of time researching in Wandsworth public library and Companies House. I got six interviews, and two offers, both unsatisfactory. Overall, I seem to be someone special aged 22, and of smart appearance."

Col Bennett now works for Mercury. The telecommunications company needed a former man to sell to customers and

chief executives. The work is hard and he has to cope with colleagues who are curious about his background. "Some would not know the difference between a colonel and a corporal," he says. "They have no idea about the army."

Mike Seymour, a 42-year-old lieutenant-colonel, had similar experiences, although being younger he had education fees to worry about. He also attended the BMAC, which he describes as a "very helpful information course about the outside world". He wrote to "contacts of all shapes and sizes", as well as sending cold-call letters.

Like Col Bennett, he found a job in the end through personal contacts. A friend suggested he look at public relations. Two interviews were arranged. At the first, he was told he was not suited to the field, and what was more, his cv was "not up to much". The other was successful, and Lt-Col Seymour is now a director of Burson-Marsteller, one of Britain's largest

public relations consultancies. He recommends others embarking on a job hunt to "analyse carefully what they have done and try to translate it into terms understandable to civilian employers". Battista, PBO, for example, will mean nothing to executives in public relations. You need to describe what you have done in civilian terms.

Battista soon found their job in the end through contacts, in this case that Lt-Col Seymour says army officers immediately neglect. "They seem to find the initial approach particularly difficult," he says.

He is also convinced that many officers make the mistake of aiming too low. "Have confidence and you will find you are able to realize your full potential," he says.

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BBC1

6.00 Ceefax (23859) 6.30 Breakfast News (50216762)  
 9.05 Bravestarr: Animation (r) (7293965) 9.25 Hartbeat. Tony Hart and Gabrielle Bradshaw with more innovative approaches to art (r). (Ceefax) (8995472)  
 10.00 News, regional news and weather (4915897) 10.05 Playdays (r) (3619014) 10.25 Lassie. The canny canine dashes with a jaguar (Ceefax) (c) (7986933) 11.50 The Travel Show Traveller. Mairi Macrae reports on Austria's Carinthian lakes (r) (2367651)  
 12.00 News, regional news and weather (5925763) 12.05 Summer Scene. Entertainment magazine presented by Linda Mitchell and Caron Keating from the National Garden Festival in Ebbs Vale. Today's guests include Danni Minogue (6787878) 12.55 Regional News and weather (7077049) 1.00 One O'Clock News. (Ceefax) Weather (56275) 1.30 Neighbours. (Ceefax) (s) (19836694)  
 1.50 Film: We the Never Never (1983) starring Angela Punch McGregor and Arthur Dignam. Australian-made drama, based on the autobiography by Jeanne Gunn who, on marriage, left her genteel existence behind for life on a remote cattle station. Directed by Igor Auzins (22642743)  
 4.00 Cartoon (526146) 4.10 Babar. Animated adventures of a regal elephant (2494781) 4.35 The Night of the Red Hunter. Episode one of a four-part children's drama from New Zealand. (Ceefax) (5594965)  
 5.00 Newsround (9381014) 5.10 Record Breakers presented by Roy Castle and Cheryl Baker (r) (8889673)  
 5.35 Neighbours (r) (Ceefax) (s) (552526). Northern Ireland: Inside Ulster.  
 6.00 Six O'Clock News with Anna Ford and Andrew Harvey. (Ceefax) Weather (743)  
 6.30 Regional News Magazines (323). Northern Ireland: Neighbours.  
 7.00 Top of the Pops introduced by Tony Dorige and Claudia Simon (s) (8236)  
 7.30 EastEnders. (Ceefax) (s) (507)  
 8.00 Every Second Counts. Against-the-clock game show for couples, presented by Paul Daniels (s) (4656)  
 8.30 Russ Abbot. Comedy sketcher. (Ceefax) (s) (6491)  
 9.00 Nine O'Clock News with Philip Hayton. (Ceefax) Regional news and weather (3410)  
 9.30 999. Michael Buerk introduces another collection of re-enactments of heroism and bravery by members of Britain's emergency services. This week's incidents include the rescues of a couple and their baby trapped in their car by giant waves and a man helpless on a Welsh cliff face. (Ceefax) (682675)  
 10.00 One O'Clock News with Anna Ford and Andrew Harvey. (Ceefax) Weather (743)  
 10.30 Film: We the Never Never (1983) starring Angela Punch McGregor and Arthur Dignam. Australian-made drama, based on the autobiography by Jeanne Gunn who, on marriage, left her genteel existence behind for life on a remote cattle station. Directed by Igor Auzins (22642743)  
 4.00 Cartoon (526146) 4.10 Babar. Animated adventures of a regal elephant (2494781) 4.35 The Night of the Red Hunter. Episode one of a four-part children's drama from New Zealand. (Ceefax) (5594965)  
 5.00 Newsround (9381014) 5.10 Record Breakers presented by Roy Castle and Cheryl Baker (r) (8889673)  
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Insight into Spain's dictator: Jonathan Dimbleby (10.20pm)

## 10.20 Franco: Behind the Myth.

CHOICE: The hard-hitting nature of Anthony Geffen's documentary is at times obscured by Jonathan Dimbleby's flowery presentation — the dictator's reputation is "cooched in a web of myths that are only now beginning to unravel" and Morocco is "a pitiless land where Spain had been emmeshed for centuries". But behind the guff there are some fascinating insights. We learn, for example, that as a desperately wounded soldier in Morocco, Franco gained the attention of a doctor by threatening to shoot him. Far from being a bystander during the war, he sat at a desk flanked by pictures of Mussolini and Hitler. Power, it seems, was not so much thrust upon him as ruthlessly engineered by him. News of the atrocities he perpetrated even after the civil war effectively overshadowed attempts by his daughter and niece to show his human side. (Ceefax) (293781). Wales: A Day at the Show (10.50) Franco: Behind the Myth

11.20 Film: Code of Silence (1985) starring Chuck Norris. All-action American police drama set in Chicago where a violent gang war is about to erupt. Directed by Andy Davis (448675). Wales: Film: Code of Silence 1.25 News and weather (12.55am) Weather (4614960)

BBC2

6.45 Open University: A Day in the Life (7138255). Ends at 7.10  
 8.00 Breakfast News (9914830) 8.15 The History Man. Bryan McVernon goes on a field trip with his former tutor (r) (3170675)  
 8.20 Student Nurse. The lives of a group of student nurses at St James's University Hospital, Leeds (r) (5293752)  
 9.00 Favourite Things. André Previn talks to Richard Baker about the things that give him most pleasure (r). (Ceefax) (61385)  
 9.30 Film: The Shining Hour (1938, b/w) starring Joan Crawford, Margaret Sullavan, Mervyn Douglas and Robert Young. Romantic drama about a night-club dancer who, despite his family's disapproval, marries into a wealthy family. Directed by Frank Borzage (9922336)  
 10.50 Cricket. Live coverage of the opening session of the fourth Test between England and Pakistan at Headingley (s) (59485743)  
 1.05 Made by Man. The skill of a Thatcher (r) (23977526) 1.20 Bertha. (Animation) (r) (2395491)  
 1.35 Cricket. Further live coverage of the first day of the fourth Test from Headingley. Includes News and weather at 2.00, 3.00 and 3.50 (96950052)  
 6.30 Rembrandt with Kenneth Clark. In the last of five programmes on the life and work of Rembrandt van Rijn, Lord Clark examines the artist's lifelong fascination with the Bible (r) (965)  
 7.00 Business Matters: A Will of Iron. The story of two rival companies — one British the other French. (Ceefax) (6878)  
 7.30 Feelings: This is a Short Film About Melons. The series made by disabled people about what it feels like to be them continues with Jacqui Duckworth's exploration of the conflict when a disabled person and an able-bodied person share the same body. (Ceefax) (6849588)  
 7.40 The Line. With the Barcelona Olympics beginning in two days' time, a look at some of the issues surrounding the sporting spectacular (r) (434043)  
 8.30 Wildlife Showcases Flying for Gold. A look at some of the more athletic species of the bird world where extraordinary feats are essential to survival. (Ceefax) (4033)  
 9.00 The Travel Show presented by Penny Junor and Paddy Haycock. Includes a report on the Venezuelan island of Margarita (s) (1052)  
 9.30 Talking Heads: A Chip in the Sugar. (CHOICE) Television viewers tend to steer clear of repeats but the Alan Bennett season consistently demands attention. Tonight's monologue from the Talking Heads series stars Bennett himself, who is, as you would expect, the perfect performer of his own lines. His character here is Graham, a middle-aged man living with his mother, Mrs Whitaker. To his dismay she takes up with an old flame: "I said to her, I didn't know you had a past. I thought I was your past." It's a beautifully crafted piece with the early bittersweet comedy drifting into something more sad and sinister as we realise the true balance of power in their peculiar mother and son relationship (r). (Ceefax) (525269)



Extracts from a Victorian journal: Peter Capaldi (10.10pm)

## 10.10 Early Travellers in North America.

CHOICE: In the first of six elegantly mounted programmes, actor read extracts from the sniping journals of British writers who travelled to North America in Victorian times. The overwhelming difficulty for all of them appears to have been the proximity of "other people". Peter Capaldi is particularly effective as Robert Louis Stevenson complaining about the voyage: "the scarcely human noises of the sick joined together in a sort of farmyard chorus." Once on dry land the ferocity of the complaints gives way to an anthropological fascination with the American species. Charles Dickens (a sneering Adriaen Rawlins) dismisses the Yankee as humourless, while, incredible as it now seems, Trollope finds the Western American "not a talking man". (Ceefax) (467410)  
 10.30 Newsnight with Sue Cameron (478287)  
 11.15 Cricket. Highlights of the first day's play in the fourth Test between England and Pakistan at Headingley (52304) 11.55 Weather (713716) 12.00 Weekend Outlook. A preview of the Open University's weekend programmes (3961182)  
 12.05am Open University: Ethical Principles (1848434). Ends at 12.35

## 10.30-11.00 McHale's Navy (24138)

## SKY SPORTS

● Via the Astra and Marcopolo satellites  
 News on the hour.  
 6.00am Sunday (5721014) 6.30 Nightline (561659) 7.00 Sunday (5721014) 7.30 Nightline (561659) 8.00 Sunday (5721014) 8.30 Nightline (561659) 9.00 Sunday (5721014) 9.30 Nightline (561659) 10.00 Sunday (5721014) 10.30 Nightline (561659) 11.00 Sunday (5721014) 11.30 Nightline (561659) 12.00 Sunday (5721014) 12.30 Nightline (561659) 1.00 Sunday (5721014) 1.30 Nightline (561659) 2.00 Sunday (5721014) 2.30 Nightline (561659) 2.30pm Sunday (5721014) 2.30pm Nightline (561659) 3.00 Sunday (5721014) 3.30 Nightline (561659) 4.00 Sunday (5721014) 4.30 Nightline (561659) 5.00 Sunday (5721014) 5.30 Nightline (561659) 6.00 Sunday (5721014) 6.30 Nightline (561659) 7.00 Sunday (5721014) 7.30 Nightline (561659) 8.00 Sunday (5721014) 8.30 Nightline (561659) 9.00 Sunday (5721014) 9.30 Nightline (561659) 10.00 Sunday (5721014) 10.30 Nightline (561659) 11.00 Sunday (5721014) 11.30 Nightline (561659) 12.00 Sunday (5721014) 12.30 Nightline (561659) 1.00 Sunday (5721014) 1.30 Nightline (561659) 2.00 Sunday 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